A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 10, 1969

U.S. Exhibition at Paris Air Show takes shape

International Trade Winds

Company News

COMPUTER SERVICE—Leasco World Trade Co., a wholly-owned subsidiary of Leasco Data Processing Equipment Corp., Great Neck, N.Y., has acquired all the outstanding stock of Nordisk ADB, A.B., Stockholm, Sweden. Leasco's acquisition of Nordisk is the U.S. firm's first step in the building of a comprehensive engineering group to cover computer technical requirements throughout Europe. Nordisk, with operations in the Scandinavian countries, Europe, the Middle East, and Canada, expects sales of just under $1 million this year.

INDUSTRIAL DRYERS—Overly, Inc., Neenah, Wis., has completed negotiations with Inoue Kinzoku Kogyo Co., Tokyo, Japan, under which Overly will provide technical assistance to the Japanese firm on the manufacture of drying systems under license from Overly. The Japanese company will manufacture drying units for printing, paper machine coating, and textile drying systems. Several of Japan's major printing plants already use Overly dryers in their operations.

COMMUNICATIONS—ITT World Communications, Inc., a subsidiary of International Telephone and Telegraph Corp., New York, has reached an agreement with Empresa Brasileira de Telecomunicacoes, the Brazilian government communications administration, under which ITT Worldcom will provide a wide range of international communications services between the United States and Brazil via satellite facilities. The agreement calls for the establishment of telex, leased channel, voice-record, and intercontinental television transmission, as well as other services, between the two countries.

RUBBER PRODUCTS—Firestone Tire and Rubber Co., Akron, Ohio, has made public plans to build a new center near Rome, Italy, to serve as the company's headquarters for all its European operations. Included in the new center will be the firm's Italian subsidiary, Firestone Europa, S.p.A. A research and development section is also planned for inclusion in the center, which is set for completion in 1970.

Newsletter

"I cancelled a long-standing sales meeting of our reps when I saw the attendance at your show. I simply could not afford to miss such a turnout." This was J. S. Pritchard, marketing manager of Texas Instruments, commenting on the Computer Graphics Display Exhibition at the London U.S. Trade Center in mid-January. It drew 3,038 trade visitors who left orders of $728,000 with the 34 exhibiting U.S. firms—and prospective sales estimated at $5,688,000 more in the next year.

From the same show came the comment of John Peers, representative of Scan-Data Corp., Norristown, Pa.: "We've generated enough business from this show alone to keep us busy for the next year. The publicity achieved here has been absolutely phenomenal. The telephones haven't stopped ringing in our offices for the last two days."

In sprightly new dress for 1969 is "Commerce in Germany," the monthly publication of the American Chamber of Commerce in Germany, an organization with branches in Berlin, Bremen, Duesseldorf, Frankfurt, Hamburg and Munich. The first cover photograph of the redesigned publication focuses on the futuristic world of the laser, as put before German businessmen by U.S. companies at a recent Frankfurt U.S. Trade Center exhibition.

For the first time in its eight-year history the EUROPORT maritime fair in Amsterdam will permit national pavilions. Space for a U.S. pavilion has been reserved by the Commerce Department and recruitment for the Nov. 11-15 event will begin next month. Other countries that have made plans for EUROPORT pavilions to date are Great Britain, Norway, Japan and East Germany.

International licensing has many advantages—and some problems, as several studies in this magazine have noted. G. F. Sullivan of Iron Age Metalworking International tells his subscribers that most of the problems concern the inability of the licensor to keep his licensee fired up and performing like one of the home team. His suggestion to metalworking companies is applicable to other fields: keep an aggressive public relations and advertising program going, tied to announcements of new products, new literature, new orders, etc. "Licensees in Europe and Asia," he writes, "are usually less knowledgeable than you are about advertising and public relations. Don't assume the contrary just because 'they are there.'"

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Maurice H. Stans
Secretary

Lawrence A. Fox
Director,
Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

The cover contains an artist's rendering of the United States Pavilion at the 1969 Paris Air Show, scheduled for May 29 to June 8. The theme of the U.S. Exhibition is "Countdown Apollo." The exhibition was designed by William M. Schmidt Associates, Inc., of Harper Woods, Mich., one of America's leading industrial design firms. A story about the makeup of the exhibition is on page 2. A key to the exhibition plan is on the back cover.

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U.S. PAVILION AT PARIS

Air show taking shape

Apollo items, specials metals among highlights from America at May 29-June 8 event

By C. ALPHONSO SMITH

Staff Writer, Office of Publications and Information, DIB

"Countdown Apollo" is at 107 days and all systems are go for the United States exhibition at the 28th International Aeronautical and Space Show in Paris May 29-June 8. "Countdown Apollo" is the theme of the U.S. exhibition.

Construction of the U.S. Pavilion has been completed and construction of the interior is underway. Exhibitors have been signed up and schedules have been established for their shipments; West Coast firms are to ship their exhibits in Mid-March and East Coast firms at the end of March.

Fifty-nine of the leading airframe, engine and component manufacturers will display their products in the 55,000-square foot United States Pavilion. Forty of these will show their wares in a Commercial Components exhibit area where admission is restricted to qualified buyers.

Nineteen firms have elected to exhibit in the Industry-Institutional Commercial section of the U.S. Pavilion. While admission to this area is open to the general public, a broadened market promotion program is aimed at helping exhibitors in this section to sell their goods also.

In keeping with the "Countdown Apollo" theme, the Commerce Department's Bureau of International Commerce, which will build and manage the U.S. Pavilion, has put together an impressive collection of hardware for a special Space Exhibit. The exhibit will feature an Apollo capsule from a recent flight and the presence of three astronauts, also from a recent flight. It will illustrate the Apollo program step by step, including the moon landing.

North American Rockwell and Grumman Aircraft Engineering Corp., two of the basic contractors on the Apollo program, are providing equipment never before shown to the general public. The National Aeronautics and Space Administration and the Atomic Energy Commission are likewise cooperating to make the space exhibit a center of attraction at the Paris Air Show. The Department of Transportation has accepted responsibility for providing a flight line of the latest models of military and civilian aircraft.

Of special interest in the United States Pavilion will be a Metals Exhibit designed to show the vital role of metals in high performance engines, aircraft and space vehicles. U.S. excellence in the fields of high temperature alloys, castings, forgings, sheet, plate and refractory metals has long been recognized within the aerospace industry; but the immense contribution of the U.S. metallurgical industry to supersonic aircraft and space vehicles is little known to the public.

One of the most interesting products to be shown in the Metals Exhibit will be a new all-welded honeycomb sandwich of diffusion bonded titanium, made by Stresskin Products Co. of Santa Ana, Calif., a division of Tool Research and Engineering Corp. Yielding higher strength to weight ratios than is possible with steel, Boeing is using the Stresskin product in the wing panels of the Supersonic Transport (SST) that it is building.

Whittaker Corp., of Gardena, Calif., recognized as a leader in thermal forming of titanium, beryllium and other exotic metals, will exhibit some of the products of its Advanced Metals Technology Division, including titanium parts; its Narmco Materials Division will demonstrate structural adhesives and resin impregnated fabrics. The Whittaker exhibit will also show sections of helicopter blades the company produces.

Firms fill U.S. Pavilion

Forty firms that have signed to exhibit in the commercial components area of the U.S. Pavilion at Paris illustrate the scope and caliber of this display-sales effort: They are:

Abex Corp.; Aeroquip Corp.; Agricultural Aviation Engineering Co. (Agrinautics); Airco Supply Co.; Inc.; Allen Aircraft Radio, Inc.; Amerace Esna Corp.; Anglo-American Aviation;

Astronautics Corporation of America; Avco Lycoming Division; Aviquipo, Inc.; Borg-Warner International; Carling Electric, Inc.; Chicago Aerial Industries, Inc.

Dorne & Margolin, Inc.; Electronic Communications, Inc.; Felsenthal Instruments Co.; Frasca Aviation, Inc.; General Connectors Corp.; Grimes Manufacturing.

Gulton Industries, Inc.; Hazeltine Corp.; Honeywell, Inc.; Hycon Co.; Inflight Motion Pictures, Inc.; International Technical Products; Jet Craft, Ltd.

King Radio Corp.; Martin Metals Division, Martin Marietta; Motorola, Inc.; Norton International, Inc.; Parker Hannifin Co.; REA International; Republic Electronics.

SunAir Electronics, Inc.; Swedlow, Inc.; Titeflex Div. Atlas Corp.; Trans World Airlines; Uniroyal International; Westinghouse International; Wang Laboratories, Inc.

Nineteen companies will take part in the Pavilion's industry institutional/commercial displays. They are:

AC Electronics Division, General Motors; All American Engineering Co.; Allegheny Ludlum Steel; Armco Steel Corp.; Boeing; Curtiss-Wright Corp.; Engine Group, General Electric Co.; Epsco, Inc.

General Dynamics Corp.; Howmet Corp. (Misco Division); Joy Manufacturing Co.; Link Division, Singer Co.; Lockheed Aircraft Corp.

Space Division, North American Rockwell; Stresskin Products Co.; Titanium Metal Corp. (TIMET); United Aircraft Corp.; Whittaker Metals, and Wyman Gordon Co.

The Wyman-Gordon Co., of Worcester, Mass., representing the nation's forging industry, will show the four key materials most used in American aerospace production: aluminum, titanium, steel and high temperature alloys, in the application of which materials the U.S. leads the world. The forgings on display will illustrate significant applications in major structural fields: the aluminum hold-down post which is the key structural member in the Saturn V booster (space); a seven-armed titanium rotor hub for a large helicopter; steel body members for heavy transport aircraft (airframe); and a high temperature alloy forging for the latest generation of high thrust turbine engines (propulsion).

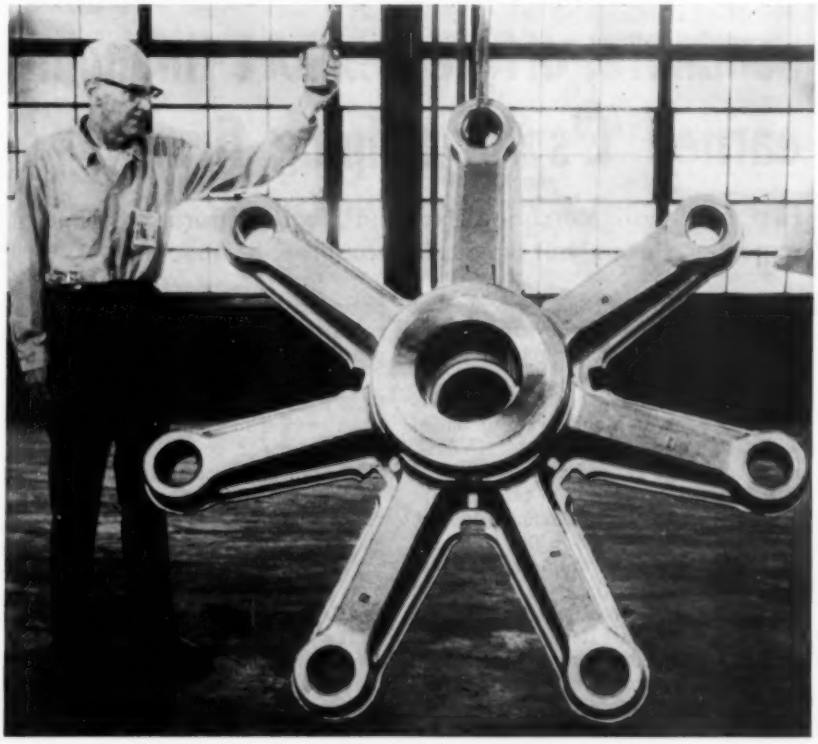
Allegheny Ludlum Steel Corp. and Titanium Metals Corp. of America (TIMET), Pittsburgh, in which Allegheny Ludlum has 50% ownership, will show a range of analyses and product forms of special space age metals. As one of the world's leading producers of superalloys for aerospace applications, the A-L exhibit will demonstrate applications of its products in turbine blades, fasteners and weld wire.

TIMET, a leading producer of titanium and titanium mill products, will feature a coil of titanium alloy strip, titanium extrusions and structural applications especially suited for supersonic flight speeds.

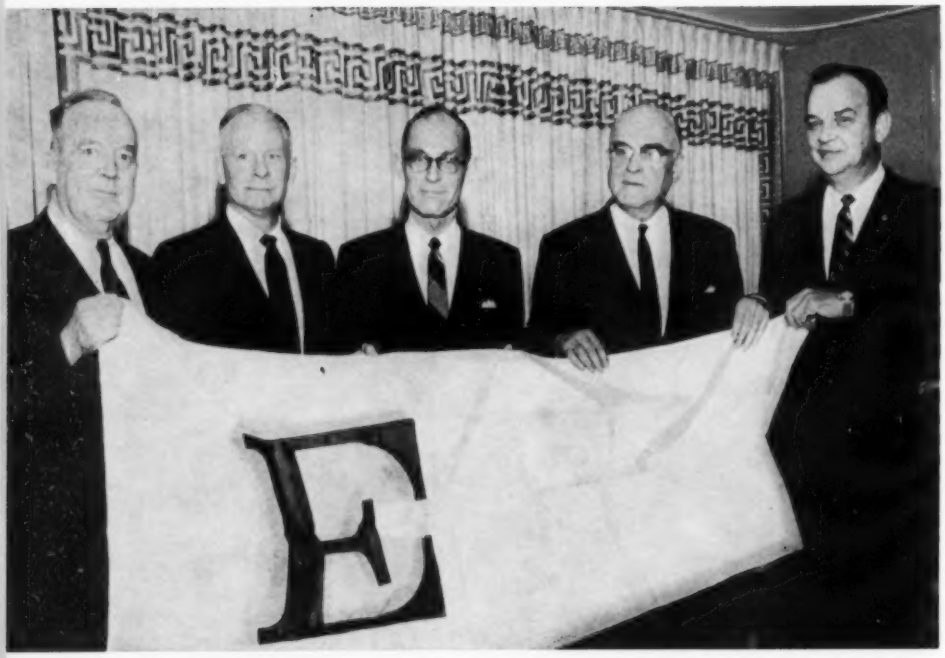
Armco Steel Corp., Middletown, O., will demonstrate the company's capabilities in aerospace alloys in the Metals Exhibit. The display will emphasize Armco's ability to serve the international aerospace market through technical representation, custom-tailoring and quality control of alloys and international availability of products and services. Space hardware made from Armco's titanium alloys, specialty steels and superalloys will be featured.

The Howmet Corp's. Misco Division, Muskegon, Mich., will demonstrate the firm's diversity by exhibiting precision castings manufactured for General Electric, General Dynamics, Pratt & Whitney, Allison, Bristol and others. Howmet's specialty is the manufacture and processing of aluminum and aluminum products, precision castings and the production of superalloys.

Exhibitors in the United States Pavilion at the 1967 Paris Air Show reported more than $25 million in sales directly attributable to their participation. BIC's Office of International Trade Promotion will conduct throughout Western Europe an advertising-direct mail-market promotion campaign, involving 1000 personal calls on aerospace buyers, aimed at sales of $40 million within one year for exhibitors at the 1969 Show.



POSSIBLE ARRIVAL AT U.S. EXHIBITION is the Boeing 747 jetliner, whose fuselage is wide enough for double aisles and a passenger capacity of 350 to 490. Company officials are hopeful that flight test schedules will permit the new plane's appearance at Paris. Massive titanium forging (below), produced by Wyman-Gordon Co. on a 50,000-ton press, is for a helicopter rotor hub.



'E' AWARD CEREMONY was attended by (left to right): Robert S. Bacon, president, First National Bank of Mobile; Forrest Little, president, Mobile area Chamber of Commerce; Monroe Kimbrel, president, Federal Reserve Bank of Atlanta District; E. Ward Faulk, president, Merchants National Bank of Mobile; Gayle C. Shelton, Jr., director, Commerce Birmingham Field Office.

Two Mobile banks scheduled seminars, offered export financing, earned 'E's for helping firms

First National, Merchants National made efforts to stimulate exporting throughout the South through visits, meetings

Two Mobile, Ala. banks have received Presidential "E" service awards for aiding manufacturers and merchants in the South to increase exports. The First National Bank of Mobile and the Merchants National Bank of Mobile were presented with their awards by Monroe M. Kimbrel, president of the Federal Reserve Bank of the Atlanta District, in a ceremony at the International Trade Center in Mobile. Both banks participated in the recent Industry Organized/Government Approved Trade Mission to Germany, Italy, and Spain. (See article, next page.)

The First National Bank of Mobile has disseminated trade opportunities, compiled a credit roster of exporters and foreign customers, established an extensive correspondent bank network, and participated in export seminars and trade expansion conferences.

The bank has been financing exports since it was founded in 1865.

Its services to exporters include: export letters of credit, collection of drafts payable abroad, acceptance financing, advances on or discounting of foreign drafts, financing of goods to be exported, foreign exchange bought and sold in all forms, including spot or future contracts, travelers checks, travelers letters of credit, and translations in most languages.

The bank keeps up-to-date credit information on all active customers of exporters using its facilities. It subscribes to foreign credit information services and makes information thus received available to its customers for evaluating credit of overseas firms.

First National forwards trade leads to customers and potential exporters throughout the state and area. It maintains active correspondent relations with a network of more than 300 banks abroad, a number of which are large banks with hundreds of offices. Though these correspondents, First National receives information on current political and economic conditions in various countries.

Issues letters of credit

First National has issued letters of credit under commitments from the International Bank for Reconstruction and Development covering exports to Spain, and finances exports insured under the Foreign Credit Insurance Association (FCIA).

First National officials travel throughout the Southeast, calling on industries and companies, and during the last three years have helped to triple the number of exporters served.

The Merchants National Bank of Mobile has concentrated on conducting export seminars and trade expansion conferences to promote exports. It has also provided help to area banks in establishing and expanding their own international facilities, and lent support to the International Business Forum.

Merchants National has financed exports since the previous century. Recently, it began special programs to expand exports in cooperation with the U.S. Government's effort to reduce the balance-of-payments deficit. It offers the collateral services—transfers of exchange, credit information, economic research, translation—necessary to exporters in maintaining their operations.

The bank serves as a clearinghouse for information on the facilities of the Export-Import Bank and FCIA, and has assisted its customers in using those facilities to finance export transactions.

Believing it necessary not only to increase the volume of exports but to strengthen the network of supporting services that export transactions require, Merchants National has invited representatives from other banks in the South to observe its operations. In this way, it tries to stimulate exports in the entire area.

Merchants National was among the organizations comprising the original Southeastern Trade Group, which functioned under the direction of the Commerce Field Office in Atlanta and was the forerunner of the Regional Export Expansion Council (REEC).

Alabama group sees good prospects for State's products in Europe

Fourth sponsored by Regional Export Expansion Council, mission visits several countries, finds brisk interest

The Alabama Industries Trade Mission that went to Europe last fall reports a good response on all products represented.

In each country visited, the mission met with traders eager to do business with U.S. firms. All members said they completed all objectives they had set. At one stop, local businessmen actually lined up to get a chance to talk with the visitors.

This was the fourth industry-organized Government-approved mission to be sponsored by the Alabama Regional Export Expansion Council.

Julian W. Smith, general sales manager, Alabama State Docks, Mobile, an experienced mission director, was again the leader. Other members were Holt Leach, president, Leach Manufacturing Co., Gadsden, specializing in custom-made high-tonnage mills and livestock feed mill storage systems; Floyd Read, president, Read Steel Products, Birmingham, grain storage and distribution bins and equipment; Lee Seifert, senior vice president, First National Bank, Mobile; James Oliphant, vice president, Merchants National Bank, Mobile; and A. A. Weiskopf, executive vice president, Mobile Area Chamber of Commerce. Tad Lidikay, trade specialist, Commerce Department Field Office in Birmingham, served as trade development officer for the group.

The two banks participating on the mission are recent recipients of the Presidential "E" award, reported on the preceding page.

Some sent proposals

In addition to the companies represented by participants, seven other Alabama firms were represented by business proposals which they sent along—proposals covering mainly building materials and food products. A number of European companies requested samples and/or quotations on these items.

The group traveled first to Brussels, where Lidikay consulted with 15 firms about the business proposals he was carrying. Read and Leach conducted simultaneous interviews, as their equipment is complementary and noncompetitive. Other members called on the local banking community and the Belgian and American Chambers of Commerce. Smith and Weiskopf visited the Port of Antwerp.

In Frankfurt, the mission toured the U.S. Trade Center. Lidikay took a side trip to Hamburg where he interviewed about ten lumber and food products importers. He reports that several firms say there are good sales opportunities in Germany for most dietetic foods, especially fruits. Lee Seifert visited port officials in Hamburg.

Smith and Weiskopf went on to Baden, Switzerland, to see officials of a European corporation about the possibility of locating a manufacturing plant in Alabama.

In Milan, the members maintained a full schedule of appointments with local firms and individuals. Smith and Weiskopf met with the Milan Chamber of Commerce, where they offered the display facilities of the new International Trade Center in Mobile.

Flying on to Spain, the group was entertained by the Madrid Chamber of Commerce. So many interviews were requested, the mission says, that later on people were literally waiting in line for consultations.

To three continents

Alabama sent its first trade mission to Guatemala, Costa Rica, Panama, Venezuela, and Barbados in the fall of 1965. Its second, a year later, went to the United Kingdom, Netherlands, Germany, Switzerland, and France, and the third, in 1967, to Japan, Taiwan, and Hong Kong.

Agribusiness teams on the move

Government-business teams working jointly to stimulate exports of the industrial components in food production—fertilizers, pesticides, agricultural machinery, tranportation equipment, storage and processing machinery—have stepped up the pace of cooperation.

Reviewing the recent record in this field at a North Carolina State University world trade conference last month, Robert L. Hirshberg of the U.S. Department of Commerce's Office of Commercial and Financial Policy, pointed to the following:

► Agribusiness conferences have been sponsored by the Chicago Board of Trade, the United Fruit Company Foundation, and the National Industrial Conference Board.

► Henry J. Heinz II and other agribusiness leaders organized the Agribusiness Council as a private corporation whose principal interest is promoting investment in the developing countries to increase agricultural production.

► The Secretaries of Commerce and Agriculture jointly launched an Agribusiness Industry Advisory Committee, which is now developing specific recommendations for joint Government-industry action programs. The National Export Expansion Council stands ready as a major channel for encouraging business participation in these programs. The NEEC urged Commerce and Agriculture to make use of its facilities for this purpose—including particularly the 42 Regional Export Expansion Councils (REECs) located in all the cities where Commerce has field offices.

The established export assistance activities of the Department of Commerce are being mobilized to support this effort. These activities include trade fairs, trade centers, commercial intelligence, and industry analysis for agricultural inputs such as chemicals and machinery. A coordinating unit for agribusiness matters has been established in Commerce.

► The new Joint Export Association program of the Department of Commerce offers cooperation and financial assistance to groups of manufacturers acting together to promote sales in overseas markets. Advertising, market research, and supplying samples and technical data are among the promotional activities eligible for cost-sharing assistance. Among the first five projects is one to promote the sale of packaged plants for the food processing, distilling, and brewing industries in the Far East and Near East.

ON AROUND-THE-WORLD TRIP, aircraft above is carrying 100 products for display in 46 cities. Exhibit cabin, at right, is outfitted with electronic, medical, and analytical test and measuring instruments.

U.S. firm's airborne exhibit on sales tour of 24 countries

More than 100 electronic items being displayed at 46 airports

Westbound from Oakland International Airport, a DC-6B took off recently carrying an exhibit of a U.S. electronic instrumentation company's products to two mentation company's products to approximately two dozen countries around the world.

Aiming for airports in 46 cities, the Hewlett-Packard Company's plane is displaying more than 100 different products —examples of the firm's more than 2,000 —to demonstrate "the latest technical developments in electronic testing, measuring and computing to scientists, engineers and doctors in some of the more remote areas of the world," said William Hewlett, company president.

At each stop on the 110-day trip, the firm's local distributor will assist engineering experts from the company's U.S. factories and laboratories in the operation and uses of the instruments aboard the aircraft.

From California, the flying electronic showroom was bound via Honolulu for New Zealand, Australia, Japan, Taiwan, Philippines, Singapore, Malaysia, Thailand, India, Pakistan, Iran, Lebanon, Kenya, South Africa, Angola, Brazil, Uruguay, Argentina, Chile, Peru, Colombia, Venezuela, Puerto Rico and Mexico.

Said Hewlett, "For many years, our sales engineers have driven specially designed vehicles loaded with Hewlett-Packard instruments to users' plants and laboratories throughout the United States and abroad. In 1966, we inaugurated a similar service aboard ship, with a sailing exhibit to Latin America.

"This airborne exhibit, however, is more comprehensive than has been possible with our travelabs and the 'electronic showboat'."

Hewlett-Packard, with 14 factories in the United States and three abroad, is headquartered in Palo Alto, Calif. It markets in more than 100 countries, and has exhibited its products in a number of Commerce-sponsored trade promotion events in international trade fairs and U.S. Trade Centers.

U.S. manufacturers to tap rising German market for high frequency measuring, test instrumentation

Frankfurt Trade Center exhibit will aim at electronics research, development community; best sales bets include microwave items

American manufacturers will team with the U.S. Department of Commerce in a high frequency measuring and test instrumentation exhibition at the U.S. Trade Center in Frankfurt, May 19-23. The event will place the participating companies in a familiar sales terrain since Germany is the world's largest export market for U.S. electrical and electronic equipment.

The product showing will be aimed particularly at the German electronics research and development community, described by the Department's Bureau of International Commerce as having the best market potential among users of electrical and electronic characteristics measuring equipment. The export promotion event, accordingly, will feature the newest and most highly sophisticated, sensitive and accurate test equipment produced by U.S. industry.

German sales of these products during the 1967-68 period include an estimated $10 million annually in the microwave measuring sector and an estimated $35 million worth of other high-frequency measuring equipment—a yearly total of $45 million, which is expected to reach $60 million in 1969.

High buyer interest

High interest in U.S. equipment is evidenced in both categories. Some 60% of all microwave measuring equipment and 40% of other high-frequency test equipment sold in Germany is of U.S. origin. American manufacturers already in the German market report growth rates of 25% a year, and they expect this expansion to continue.

Ambitious long-term communications research and development projects assure continuing German demand for this measuring equipment. Heaviest involvement in the ventures is among the electrical-electronic industries with estimated annual R&D expenditures of $125 million, much of it under government contracts or programs.

However, the total customer target area for the Frankfurt exhibitors is comprised of three sectors—communications under jurisdiction of the German Bundespost, other government-sponsored research and development, and industrial applications through research and development. The Bundespost, part of whose broad communications role is operation of the German telephone-telegraph system, is by far the largest consumer of wire and wireless communications equipment. And because of its maintenance and repair services it also is the most important consumer of high frequency measuring equipment.

Based on its market research for the May exhibition, demand appears to exist for every conceivable type of measuring equipment, provided it is an improvement over what is already being offered. A wide scope of products is appropriate for showing at Frankfurt under most of the categories that make up the two major groups:

► Microwave measuring instruments—measuring devices, detectors, mixers, slotted lines and probes, measuring instruments, meters, microwave generators, and waveguides.

► High-frequency measuring instruments—signal generators and oscillators, measuring devices including specialized modulation instruments, and fixed intensity receivers.

A market development campaign among prospective customers throughout Germany in advance of the show and other Trade Center services for exhibitors will be aimed at matching sales successes of other Commerce-sponsored exhibitions in this field.

For instance, 2,268 registered trade visitors came to an electronic and electrical characteristics measuring equipment exhibition at the U.S. Trade Center in Milan, Italy, last September. Despite the highly specialized nature of the items, the 28 U.S. exhibitors reported selling $21,000 worth of equipment during the showing. Prospective customers' interest also prompted the U.S. firms to predict $1.1 million in show-related business within one year.

U.S. manufacturers interested in participating in the May exhibition at Frankfurt may obtain further information from the U.S. Department of Commerce (BIC-928), Washington, D.C. 20230 (telephone: Area Code 202, 967-3088), or any of the Commerce Field Offices located in cities throughout the country.

Plastics exhibition planned for London run during June

London's Olympia Exhibition Hall will be the site for the 1969 edition of INTERPLAS, the international plastics exhibition, this coming June 18-27.

Advance publicity from the fair organizers indicates that well over 500 exhibitors are expected to display their products at INTERPLAS '69, both directly and through agents in the United Kingdom. A number of U.S. manufacturers in the plastics field are among the exhibitors already signed up, and others are invited to exhibit and to attend the show.

Plastics materials, machinery, techniques, and applications will be treated extensively at the fair.

The U.S. Society of Plastics Engineers and the British Plastics Institute will cosponsor a special conference to be held just before the INTERPLAS run. The meeting, titled "Polymers in High-Performance Applications," will be held at the Royal Garden Hotel in London on June 16-17.

Write: Plastics Institute, 11 Hobart Place, London S.W.1, United Kingdom.

International Fishing Fair to be held at Ancona, Italy

Ancona, Italy, will host the 29th edition of the International Fishing Fair, and the 15th Nautical Salon, both to be held June 26-July 9 of this year.

As in past years, U.S. manufacturers of products of interest to the fishing industry have been invited by the management of the Ancona International Fair, which organizes the Fishing Fair, to participate.

Write: Ancona International Fair Authority, Ancona, Italy.

Fourth Thailand mobile exhibition now being organized

Displays of office equipment, light machinery, tools planned

The fourth in a series of mobile exhibits of U.S. products will leave the Bangkok U.S. Trade Center this spring for a four-city tour of Thailand, showing light agricultural equipment, industrial tools, hand tools, auto maintenance and repair equipment, office equipment and consumer durables from about 15 American companies.

Trade Center officials have been refining their methods of promotion, transport, display and visitor reception with each circuit of the Thai provincial centers. They view the mobile exhibit technique as a successful method of bringing U.S. goods to present or potential customers.

Participating exhibitors are required to furnish a qualified salesman and a product demonstrator to accompany the entire tour. The Trade Center is represented by a senior Commercial Officer. Including the Center's construction and maintenance crew, 28 persons traveled with the first tour, to Kerat, Khonkaen and Udorn last spring. Four were U.S. company representatives, and 18 were sent by participating Bangkok importers.

Direct mail invitations, posters, newspaper stories, and radio announcements brought visitors to the town auditoriums where the exhibitions were staged for two and a half days at each stop. A TV station in Khonkaen filmed the reception there and broadcast a six-minute summary of the event the same day. Exhibitors, at first skeptical over potential interest in the more sophisticated items, were surprised and pleased by the results.

The second tour, in August 1968, went to Thailand's northern provinces, stopping at Chiang Mai, Lampang, Phitsanuloke and Nakorn Sawan.

A third tour left the Bangkok Trade Center last month for Cholburi, Rayong and Chantaburi, winding up on Feb. 5.

Though the mobile exhibits are recruited in Thailand from among local agents of American firms, U.S. companies with distributors there may assist in arranging participation by contacting the U.S. Department of Commerce (BIC-918), Washington, D.C. 20230 (telephone Area Code 202, 967-4858).

THE FOURTH U.S. MOBILE EXHIBIT to upcountry Thailand is scheduled to leave Bangkok this spring and visit four cities. Here, interested Thai businessmen look over the A. B. Dick display which was one of the most popular exhibits on the first such tour, which visited Thailand's northeast provinces last spring.

'Finnfocus '68' cruises to export sales

Two hundred students at the Helsinki School of Economics put their international economics training to practical use last fall and organized a floating trade exhibition of Finnish products aboard the M/S Finnpartner, which docked at London for a five-day show, Oct. 7-11.

"An outstanding success," was the report of the organizers of the exhibition, called "Finnfocus '68." A total of 138 Finnish manufacturers participated in the floating fair, and by the end of the show, immediate sales made to United Kingdom buyers and others who came to see the displays on board the ship totaled $2.4 million.

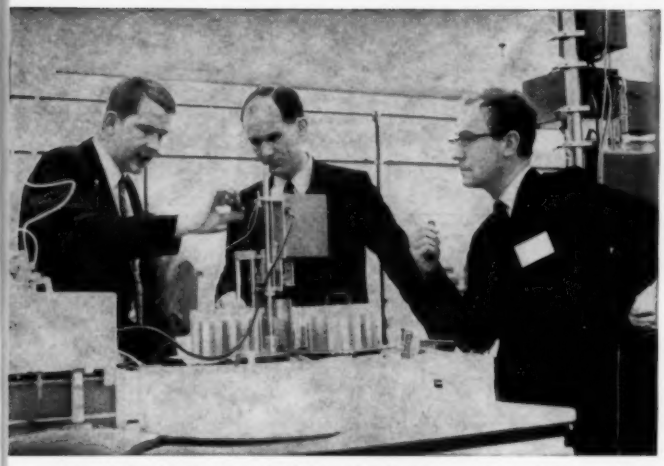
The "off-the-ship" sales figure represents fully 25% of Finland's "new exports" for the year 1968, or additional exports outside the traditional paper, pulp, and woodworking lines.

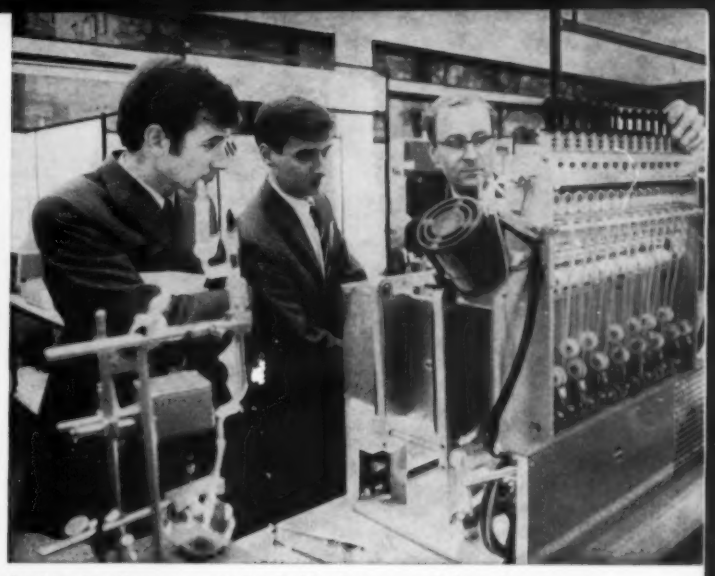
Follow-up questionnaires sent to participants in the show at the end of the year indicate that total sales to date as a direct result of the trade ship's voyage are already $22 million, with ultimate sales projected at $47 million.

Some 40% of the exhibiting companies were new to exporting altogether, and while not all were successful on the trip, 70% of all the exhibitors either sold in the United Kingdom for the first time or increased their sales to that country.

In addition, 76% of the firms on board the sailing trade fair report that they will do an estimated $8.8 million in business with buyers who attended from 34 other countries, including the United States.

The success of the 1968 venture has promoted tentative plans for a similar show in October of this year, perhaps with Goteborg, Sweden, Copenhagen, Denmark, and Oslo, Norway, as docking points on a cruise to higher sales to Finland's Scandinavian neighbors.





ADVANCED MEDICAL ELECTRONIC EQUIPMENT was shown by Gilson Medical Electronics (above right and left), whose display included a specialized Respirometer. German agents for Buchler Instruments (below) showed equipment for biochemical and biomedical research to interested trade visitors.

Spectroscopy show draws German buyers

Frankfurt Center symposium attracts quality visitors from many fields

A two-day technical symposium helped to draw more than 750 visitors to the show of chromatography and spectroscopy equipment at the U.S. Trade Center in Frankfurt, held Jan. 20-24.

Exhibitors pointed out that the visitors to the Center included representatives of nearly all important German firms and institutions in the fields of chemicals, pharmaceuticals, petroleum, medicine, food processing, and rubber.

The 31 U.S. companies in the show, representing 37 makers of chromatography and spectroscopy products, predicted that the excellent sales contacts made at the show would lead to over $1.7 million in future business during the twelve months following the exhibit.

Sales at the show were small, as had been expected with equipment of the nature shown, but nearly $250,000 worth of new equipment was turned over to local German agents by U.S. exhibitors.

None of the exhibitors had come to the show with the express intention of naming new sales representation in Germany, but one new agent was named during the show, and three other possible agreements were still in the talking stage as the exhibition closed.

The participants in the show were highly pleased with the exceptionally high caliber of visitors attending the show.

NON-DESTRUCTIVE DIRECT CHEMICAL ANALYSIS was demonstrated by Materials Analysis Co. (below), whose electron microprobe analyzer attracted numerous scientific experts to the company's display.

Record London sales for data graphics

U.S. computer firms set immediate, projected Trade Center sales marks

With new records established right and left—highest first day attendance, highest off-the-floor sales, highest projected first-year sales—the exhibition of computer graphics and display equipment at the U.S. Trade Center in London firmly made its claim to the title of "most successful show" in the Center's history.

"Absolutely phenomenal," was the reaction of Real Time Systems, Ltd., United Kingdom agent for Scan-Data Corp. By the close of the show's second day, Scan-Data had a signed order in hand from a large U.K. computer bureau for a $600,000 optical character recognition unit. The customer had expressed interest in the unit before, but seeing the recognition equipment in operation at Scan-Data's booth was the practical demonstration of the machinery's capability which got him to sign a firm order.

On the basis of reaction to the optical character reading equipment displayed at their booth, representatives of Scan-Data predicted sales during the next year in the United Kingdom of over $2 million.

The success of the show was repeat proof that the United Kingdom's recently imposed requirement for a 50% advance cash deposit on most imported goods has failed to dampen British interest in advanced labor-saving U.S.-made goods.

The opening day of the exhibit saw 500 visitors, a new record, examining the displays of 28 U.S. exhibitors representing 34 manufacturers in the computer field. By the end of the show, more than 3,000 businessmen had visited the exhibition.

Closing reports from the exhibitors showed an unprecedented $728,176 in immediate sales during the show itself, with forecasts of $5,688,000 in additional sales within the year.

"I cancelled a long-standing meeting of our sales reps when I saw the attendance at the show," said J. S. Pritchard of Texas Instruments. "I simply could not afford to miss such a turnout." Pritchard forecast sales of $200,000 for Texas Instruments during 1969 as a result of the exposure gained at the show.

Sillcox—the only exhibitor actively seeking an agent during the exhibition—had no trouble in finding the right man, and had signed up his new representative by the show's end.

CROWDS OF TRADE VISITORS jammed the London Trade Center for a look at the latest in U.S. computer display equipment (above). Clevite's Brush Instruments Div. (below, left) was pleased with results.

PRESS RECEPTION brought many representatives of British trade press to see displays like Texas Instruments (above right), and Mathatronics (below). Show coverage in British press was excellent.

Japanese sales high for medical items

U.S. sales of $3.6 million predicted for first year after Tokyo exhibit

Despite comparatively low attendance at the end-of-the-year show of advanced medical equipment at the U.S. Trade Center in Tokyo, the 43 U.S. manufacturers in the exhibition filed final reports at the close of the show predicting nearly $3.6 million in future sales resulting from exposure through the Trade Center.

On-the-spot sales were good, too, as the 1,388 visitors to the show signed contracts for over $160,000 worth of the latest in U.S.-made medical supplies and equipment.

Eleven of the participants were new to the Japanese market, and one company was exporting its products from the United States for the first time anywhere. Eight manufacturers were actively seeking new representation in Japan, and at the close of the Dec. 9-14 show, five new agents had been signed up, and an additional eight agreements were still pending.

One company, well-established in the Japan market and participating in the show mainly to boost sales and keep up contacts with the local medical profession, reported results far better than it had expected. The firm wrote orders worth $20,000 at the show, and forecast another $1.5 million in 1969 business resulting from show contacts.

Another exhibitor, participating with the same aims, made $14,000 in spot sales, and looks for another $450,000 within the next year, again as a direct result of the Tokyo exhibition.

Exposure to new business prospects was the objective of Barnes Engineering Co. in taking part in the show. Barnes estimated that show-related sales of its temperature recording instruments would top $150,000 during the next twelve months.

Picker Nuclear showed medical scanning equipment mainly to test market reaction and conduct its own market research, but came away with $14,715 in signed orders, and prospects for another $100,000 during 1969, based on new business contacts made at the show.

Attendance included 615 manufacturers, many seeking joint ventures and licensing agreements, 507 important members of the Japanese medical profession, and 184 potential agents, distributors, and representatives anxious to talk with the U.S. exhibitors.

JAPANESE MEDICAL VISITORS saw products of Dynapower Systems Corp. (above). Hamilton-Standard (below), new to Japan market, appointed local agent for its circulatory assist units shown during show.

U.S. MEDICAL PUBLICATIONS were available in the Trade Center library (below left). Ritter-Pfaudler Asia (below right) projects sales of $72,000 for its sterilizers and other medical units displayed.

Japanese economic boom pushes demand for U.S. food processing, packaging, service equipment

U.S. Exhibition at Osaka to show modern machinery for Japan's expanding food business, special installations for Expo '70

Japan's sustained economic growth, rising living standards and tight labor supply are pushing the country's food processing and packaging industry to record production and creating an unprecedented demand for food serving equipment.

To help U.S. manufacturers increase sales by introducing and promoting products for these industries in this prosperous market, the U.S. Department of Commerce will stage a commercial exhibition of food processing, packaging and serving equipment in Osaka, Japan, July 21-25.

Market research by the Department's Bureau of International Commerce shows a dramatic advance in frozen food production in Japan's expanding food processing industry, and a market for advanced and large capacity packaging machines. In addition, the demand for food serving equipment is outstripping Japanese production.

Japan's consumption of food catering equipment was up over 31% during the 1966-67 period while domestic production rose only 20%. Commercial serving equipment sales are expected to increase sharply this year as hotels and restaurants expand to accommodate an estimated 50 million visitors to Expo '70, opening in Osaka in March 1970.

Frozen food production has provided one of the most amazing developments in Japan's food processing industry. Production in 1967 reached $31 million, compared with $7.0 million in 1964, and 1967 production was 70% greater than 1966. Commercial use of frozen food products increased from 51% in 1961 to 90% in 1967.

Although Japan's food-packaging machinery industry has grown rapidly in recent years, advanced and large capacity machines still are not widely manufactured because of limited investment in research and development. Imports of this machinery in 1967 climbed 19% to $7.4 million, with $2 million from the U.S. Studies show that automatic wrapping machines accounted for almost one-third of the imports.

Japan's steadily rising living standard, combined with an increasing number of working wives and mothers, has added substantially to the demand for convenience foods and convenient shopping facilities, further expanding the market for U.S. food processing and packaging equipment.

The same factors support a trend among Japanese to eat away from home more often. Meals eaten outside the home during 1967 accounted for 17% of all meals consumed, and the continuing trend is boosting the demand for modern food serving equipment.

Market research indicates the following types of food processing, packaging and catering equipment are among those most likely to find a favorable market in Japan:

► Food processing equipment—chocolate and candy making equipment, homogenizers (centrifugal and hydraulic), heat exchangers, ice cream freezers, spray dryers (advanced type), butter churning machines (continuous type), frozen meat block cutters, meat removing machines, ice cream making machines (continuous), cheese processing equipment, freeze drying equipment, vacuum freeze drying machines.

► Packaging equipment—shrink packaging, chocolate and biscuit wrapping, blister packaging, vacuum packaging, liquid product filling, dry packaging, capping, labelling, pouch packaging.

► Service equipment—ice makers, deep freezers, coffee makers and coffee units, dishwashers, airline food vans, soda fountain service equipment, rotisseries, food defrosters, gas ranges, hot beverage making machines and units, infra-red grilling units, roasting ovens.

A team of market development experts will conduct an extensive campaign to attract buyers, agents and licensees to the Osaka exhibition.

U.S. makers of food processing and packaging equipment have benefited from a number of highly successful Commerce Department exhibitions in major world markets. Fifty-five exhibitors at a Commerce show of food processing and packaging equipment in Mexico City in August 1967 reported confirmed first year sales of $4.4 million. Twenty-one took part in a U.S. exhibition in Tel Aviv, Israel in June 1968, reported floor sales of more that $3.4 million and estimated first-year orders of more than $18 million. Thirty-one U.S. makers of dairy equipment at a July 1966 show in Munich, Germany, posted $2,950,000 in sales in a year and signed 35 agents.

U.S. manufacturers interested in the Commerce Department exhibition in Osaka may obtain further information from the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230 (telephone: area code 202-967-5286), or from any of the Department's Field Offices.

Cologne SPOGA sets dates for first semiannual series

The first spring edition of Cologne's SPOGA trade fair for sporting goods, camping equipment, and garden furniture, has been definitely scheduled for Mar. 15-17, 1970. The fair is the first planned in accordance with the recent decision by the fair management to change SPOGA from an annual to a semiannual event.

U.S. exhibitors who have taken part in past editions of SPOGA, as well as those who wish to enter the newly reorganized schedule of shows, will be able to take advantage of reduced rates for exhibitors who show at both the spring and fall versions.

All equipment and supplies falling within the scope of the sports, camping, and outdoor living fields, are eligible for exhibit at the Cologne show.

Write: Messe- und Ausstellungs, G.m.b.H., 5 Koln-Deutz, Germany.

Second photographic exhibit planned for fall in Belgrade

The dates for the second International Exhibition of Photographic Products have been announced by the organizers of the fair, which will be held Oct. 4-12 in Belgrade, Yugoslavia.

U.S. makers of photographic supplies, chemicals, and other equipment related to the photographic field, both commercial and amateur, have been invited by the Yugoslav fair management to mount displays at the fall show.

Write: Belgrade Fair, Bulevar Vojvode Misica 14, Belgrade, Yugoslavia, or contact any Yugoslav diplomatic office.

Turkish growth slows

Foreign exchange shortage limits import rise; AID sales boost U.S. performance

By NORMAN GETSINGER
Commercial Attache,
U.S. Embassy, Ankara

Although the growth rate may be slowing, Turkey's long range economic prospects remain favorable as the country passes into a transition period for entry into the Common Market. Furthermore, although the foreign exchange shortage will limit imports, the U.S. market share, which decreased markedly in 1967 and 1968, could stabilize and even partially recover in 1969 with U.S. commercial sales supplemented by a high rate of drawdown on the AID project pipeline.

In 1968 Turkey's economy continued to grow generally according to plan but preliminary estimates place the increase in GNP somewhat under the expected 7%. A threatening shortage of foreign exchange resources to finance raw material and component imports may lead again in 1969 to a lesser rate of growth than the 7% annual increase called for in the Second Five Year Plan (1968-72).

More growth, but problems

Bad weather reduced the 1968 wheat crop. Some 300,000-500,000 tons of wheat imports will be necessary in 1969, largely from the U.S. through PL-480, but an extension in area planted to improved wheat varieties in the coastal plains is expected to eliminate the need for wheat imports within the next few years. Production of export crops in 1968 was adequate, but cotton and tobacco are running into marketing problems.

Industrial production grew at close to 10% in 1968, and may do almost as well in 1969, but there is some concern about a possible shortage of imported raw materials. Despite the pressure of considerable effective, unsatisfied demand, the estimated increase of only 5% in the 1968 wholesale index indicates relative price stability.

The business community is wary of the effect of new taxes introduced as part of the 1969 development plan. However, businessmen remain bullish about the general business outlook, although faced with a chronic shortage of short term credit and other difficulties associated with operating in a controlled economy with a major public role.

Aware that a growing foreign exchange shortage could have a debilitating effect on 1969's planned development, the Turkish Government announced in January a series of measures it hoped would ease the trade deficit. Imports this year will require heavier advance deposits and an increased stamp tax, with part of the proceeds being used to promote exports. These and other measures affecting Turkish imports are discussed in an accompanying article.

Meanwhile, steps are being taken to improve long term foreign exchange earning capabilities. Efforts are being made to improve agricultural productivity and increase traditional agricultural exports which comprise 80% of the total, but these exports (cotton, tobacco) are meeting increasing competition on world markets. The State Planning Organization has taken the lead in pressing the export of fresh and processed foods by establishing cooperative corporations in principal growing areas, and assisting formation of a transport organization to use a fleet of imported refrigerated trucks.

Government pressure and incentives to obtain exports from Turkey's high cost, protected industry are less promising.

Tourism receipts are gradually approaching expenditures, but there is much more room for development of Turkey's rich tourism potential. A better exchange rate has increased remittances from Turkish workers abroad.

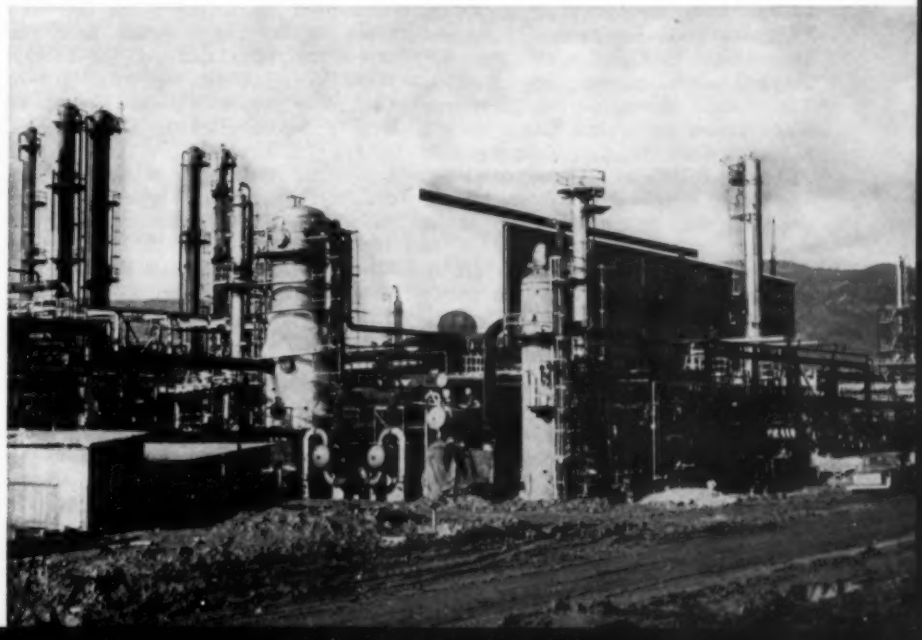
Better realization of the foreign exchange earning potential of the minerals and forestry industries will require foreign capital and knowhow in greater amounts than have yet been enlisted. A more positive attitude toward the need to seek out and attract foreign investment has become evident in the recent visits abroad, including the United States, by the Director of the State Planning Organization and his staff.

Annual development plan

The 1969 annual plan announced in January calls for a high rate of investment to insure maintenance of the development pace. The plan calls for investments in manufacturing ($550 million), housing ($440 million), communications ($360 million), energy ($230 million), and agriculture ($360 million). Better than half of this investment is expected to be undertaken by private interests.

The Government will direct investment activity toward completion of projects already undertaken and development of foreign exchange earning capacity. In the energy field, expenditures will continue on the large Keban Dam and Gokcekaya

U.S. ENGINEERING FIRMS are general contractors for this multi-million dollar petrochemical complex near Istanbul. The Turkish Government is encouraging private chemical manufacturing ventures.



Dam and the Ambarli Power Plant. Basic industrial projects include expansion of the Eregli Steel Mill, the Black Sea Copper Project, the Izmir Refinery, expansion of the Ipras Refinery, and the Petkim petrochemical complex. One zinc and two mercury foundries will be started in 1969.

The Government is encouraging private ventures in manufacture of machinery, cement, chemicals, diesel engines, and motor vehicle and tractor assembly. A 600-million Turkish Lira ($66.7 million) development and encouragement fund is controlled by the State Planning Organization for the benefit of private and mixed enterprises in industry ($44.5 million), agriculture ($13.3 million), tourism ($4.4 million), capital market support ($2.2 million), mining development ($1.1 million), and export promotion ($1.1 million).

U.S. market share

In 1966, when Turkey imported $173 million of American products, the U.S. market share was 24%. Imports from the U.S. dropped sharply to $124 million in 1967, reducing the market share to 18%. The decline continued in 1968, but the rate was slowing. Preliminary estimates of 1968 Turkish imports from the U.S. are around $112 million, for a market share of slightly better than 15%.

The $60 million decline in imports from the United States over the 1967-68 period was largely the cumulative effect of a decline in AID support. PL-480 imports, which were still contributing $17 million to the U.S. total in 1966, disappeared in 1967. AID support for Turkish program imports declined by some $20 million. AID project imports also fell, and there was a sharp decline in commodities imported by foreign investors, with the United States the principal investing country. Finally there was apparently some loss in U.S. commercial imports.

Since, over the last two years, total Turkish imports have remained around $700 million, the U.S. loss was a gain for the market share of competing countries. The principal gainer was West Germany, which passed the United States in 1967 to become Turkey's principal supplier with an estimated 20% of the market in 1968. The United Kingdom, too, scored impressive gains, with an estimated 13% of the market compared to the U.S. 15% in 1968. The Communist countries are in fourth place as suppliers with a percentage slightly less than Britain's.

Although recent reductions in the AID program for Turkey will, in the long-range, adversely affect the level of U.S. imports, a surge in drawdowns from the AID project pipeline in 1969 is expected to more than offset any reduction in AID support for the Turkish import program. This year's imports under project credits, some of them several years in the pipeline, are expected to reach over $60 million, mostly for capital goods. A large PL-480 program for American wheat and tallow is also in prospect this year. With improved commercial sales of such items as chemical fertilizers, business machines and jet aircraft added to the picture, 1969 probably will see the two-year decline in the U.S. market share halted and the trend reversed.

Purchase commitments have already been made on a number of AID projects, but much of the money to be spent in 1969 represents sales opportunities. AID (Agency for International Development, Washington, D.C. 20523) has information on project procedures, and the AID Mission in Ankara is aware of anticipated bid dates. Information on specifications, however, would have to be obtained from loan recipients or the Turkish Embassy at 2523 Massachusetts Ave., NW., Washington, D.C. 20008.

The AID dollar loan for the 1969 import program will be administered under a new system which should stimulate imports from the United States over and above those covered by the loan itself. The new system, introduced with the Turkish Import Program for the latter part of 1968, does away with the old practice of limiting imports from the United States, in categories covered by AID, to the amount of AID funds available in that category. Under the new system, the designation of AID categories disappears and Turkish importers will apply for licenses to import from the United States as they would from Germany or the United Kingdom.

U.S. suppliers of goods on the Liberalized List (60% of programmed imports from convertible currency countries) will be entitled to receive orders covered by either AID funds or convertible exchange from Turkey's own foreign exchange resources. The choice between AID and convertible funds is at the discretion of the Central Bank.

Turkish importers who are given an allocation of AID funds may elect to use them or to insist on receiving convertible exchange.

Selling the Turkish market

The disappearance of AID designations in import program categories provides a test of the areas of strength of the U.S. commercial market in Turkey. The test is timely because AID support will diminish in the long run. Removal of kraft paper and hides and skins from AID support in the import program has already tested the competitive strength of these commodities. Kraft paper held its market position at reduced prices, while the hides and skins position fell slightly. Other commodities like U.S. earth-moving equipment are imported by Turkish Government agencies under AID projects and at the same time sold commercially to private contractors under large special quotas.

In fact the future Turkish market for U.S. commodities, whether now imported under AID or commercially, is potentially a very good one. During the nearly twenty years that the United States has been their principal supplier, Turks have acquired a taste for U.S. products based on an appreciation of product quality. Even when AID disappears, many Turkish consumers in both the public and private areas will continue paying a higher price for U.S. quality.

Even now U.S. participation in the annual Izmir Fair establishes a special import quota ($845,000 in 1968) and an opportunity for U.S. suppliers to test the Turkish market.

U.S. suppliers who are now new to the Turkish market will find that in Istanbul, Ankara, Izmir and Adana there are skilled agents for U.S. products who are adept at importing in spite of the complexities of the Turkish import program. These traders have faith in the future of U.S. sales to Turkey, but offer advice to U.S. suppliers which may be distilled as follows:

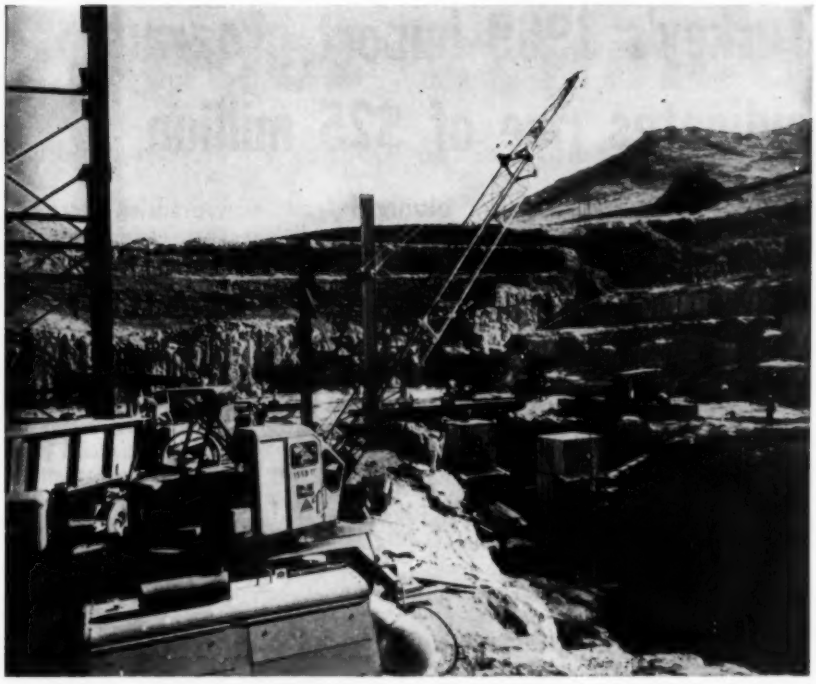
- with landed costs generally 20-30% higher than competing European goods, any method of shaving freight rates will make the price of U.S. quality more reasonable;
- large sales require much care and U.S. suppliers must visit Turkey;
- neither export nor investment is possible without very careful selection of a Turkish representative who can be entrusted with necessary authority.

Much of the future market for U.S. products in Turkey lies in the same general categories where the United States is

To host world group

The International Chamber of Commerce will hold its 22nd Congress in Istanbul, Turkey from May 31-June 7. About 2,500 businessmen from the International Chamber's 80 member nations are expected to attend.

Write: Christopher H. Phillips, President, U.S. Council of the International Chamber of Commerce, 1212 Avenue of the Americas, New York, N.Y. 10036.



U.S. MACHINERY AT WORK on Keban Dam, which will use $4 million more worth of AID-financed U.S. equipment during 1969. Machinery and transport equipment are the leading U.S. exports to Turkey.

already selling well. Most U.S. exports to Turkey are in the major Turkish import category of machinery and transport equipment—a $300 million market in 1967 with the United States supplying $60 million of the requirement. It is in this category that U.S. exports have suffered the greatest decline, and it is again this category which provides the best opportunity to recover and hold a substantial Turkish market position in 1969. If it is to do so, however, the United States will have to recapture markets recently lost to its principal competitors—West Germany and the United Kingdom.

U.S. lost bid

Largely because of freight differential, for example, the United States lost to West Germany a 1968 bid for 140 refrigerated truck-trailer units. This is, however, only the beginning of this market and Turkish importers will be approaching U.S. truck-trailer manufacturers on the possibility of shipment knocked-down for local assembly. The United States will almost certainly supply the refrigeration units, although possibly through European subsidiaries or licensees.

The United States has been running a poor third to the United Kingdom and Germany in Turkey's imports of agricultural machinery and tractors, and has sold very little food processing equipment in recent years. Yet increasing demand in both categories should provide opportunities to establish sales of high-performance U.S. products.

Other categories in which market improvement is possible are those in which the United States has just recently lost its lead or is challenging the leaders: machine tools, mineral crushing machinery, pumps and centrifuges, mechanical handling equipment, ball bearings, generators, and switchgear. Categories in which the United States is market leader are aircraft and parts, construction equipment, business machines, glass-working machinery, refrigeration equipment, gas pumps and foundry molds.

Despite Turkey's status as a developing country, sales of sophisticated U.S. business machines have been advancing rapidly. During the last two years, Embassy/Commerce-sponsored exhibitions in Ankara have helped boost sales to the public market, with exhibitors estimating that as a result of the November 1968 exhibition the combination of floor sales and '69 projected sales will increase U.S. business machine sales by nearly $2 million.

Construction equipment valued at around $15 million annually is the biggest individual category of import from the United States. Much of this equipment is imported for public use under AID, but foreign exchange sales to private contractors are increasing.

The United States sells about $20 million in basic manufactures to Turkey. It has been the market leader in commodities with continuing sales possibilities like rubber tires, kraft paper, synthetic fabrics, tin alloys, asbestos manufacturers, safety glass, ferro-alloys, and hand tools.

In other basic manufactures the United States holds a substantial market position which could be improved. These include rubber manufactures (not tires), paper, synthetic fibers, woven fabrics, steel bars, steel chain, steel tube fittings, springs, aluminum alloys, tungsten, nuts and bolts, and locks.

Faced with heavy competition from Europe, the United States provides only about 8% of Turkey's chemical import requirements. However, agents for U.S. chemical fertilizer interests opened a new and profitable market in 1968. The AID Mission helped influence a change in Turkish fertilizer specifications to permit sale of cheaper and lower concentrate U.S. phosphate fertilizers with the same agronomic value as the more expensive phosphatic fertilizers being sold to Turkey.

By using bulk shipments to European ports and breaking them down into smaller lots for transshipment to a half-dozen Turkish delivery points, U.S. suppliers reduced freight charges. Their agents were able to underbid competitors to win contract awards for $17.5 million of phosphate fertilizers. Some 50% of this fertilizer was delivered in 1968 and the balance will be credited to U.S. exports in 1969.

With Turkey's fertilizer requirements rapidly increasing, the new market could be held and even bettered in 1969.

Turkey's import system does not yet provide for import of products for the tourism industry. In fact the 1969 program's general quota for tourism requirements has been reduced to only $150,000. The inevitable expansion of Turkish tourism will require large quantities of room air conditioners, ice machines, good plumbing and hardware, laundry and kitchen equipment. Most U.S. suppliers of this equipment are not yet represented in Turkey.

U.S. investment

One important aspect of the trade outlook, of course, is the possible growth of American investment with its trade-producing effect. Very little investment occurred in 1968. However, a number of projects, particularly in the automotive field, are in prospect and may mature in 1969.

The best indication of the near term

TURKEY'S TOURIST RECEIPTS are gradually approaching expenditures on the industry, but there is much room for developing the country's tourism potential. Above, the Blue Mosque in Istanbul.

climate for investment will be the degree to which orderly expansion is allowed to take place in existing U.S. investments concentrated in truck assembly, tires, pharmaceuticals and petroleum. In its eagerness to earn foreign exchange, the Government is pressing these firms to develop excess capacity which it hopes can be turned into exports. Meanwhile the raw material requirements of these investments will help sustain the U.S. trade position.

U.S. firms active

American engineering firms are very active in Turkey, with only half of their activity related to AID-sponsored projects. Engineering and construction contracts for the Bosphorus Bridge, a communications satellite ground station, and a petrochemical plant are among those that are expected to attract U.S. bids this year. A U.S. firm has finished a feasibility study on the Iraq-Turkey gas pipeline and may retain its interest in this project.

A form of American engineering participation which will become more significant in 1969 is in the new field of development engineering. Three large U.S. firms with a pool of engineering talent are assisting the Turkish Government with development studies in the areas of the Keban Dam, Izmir and Adana.

Turkey's 1969 import program indicates rise of $25 million

Shipments of $590 million planned from convertible currency countries; liberalized lists have been expanded slightly

The Turkish Import Program for 1969 forecasts total imports at $860 million, an increase of $25 million over the 1968 program. However, actual imports in the past few years have been running less than the programmed total. Imports in 1969 will, therefore, probably be on the order of $780-790 million.

Imports programmed from convertible currency countries have been allocated $590 million and are divided into two types of lists: 60% on liberalized lists, subject only to a total value restriction, and the remaining 40% on the quota list, subject to individual quantitative restrictions. Another $105 million has been scheduled for imports from bilateral agreement countries.

The remaining projected imports will enter under project credits from aid donors ($130 million) and as foreign private capital (about $35 million). Imports are divided by use into roughly the same proportions as they have been in previous years; investment goods are targeted at $365 million, raw materials at $440 million and consumption goods at $55 million.

The liberalized lists have been slightly expanded to include certain chemicals, synthetic fibers, and tires and tubes (the latter two transferred from the quota list).

Changes in the quota list present a mixed picture. Several miscellaneous quotas were reduced from last year's levels, including those for the urgent requirements of private firms and the agricultural and communications industries, and public investment and petroleum exploration requirements. The quotas for iron and steel pipes, discontinuous fibers, pumps and frigorific trailers were also reduced. Among those items which cannot be imported at all during 1969 are electric generators; pipe fittings; nuts, bolts and screws; and industrial trucks and trucks over 15 tons.

Increases were made, however, in the quota for the truck assembly industry and in that for articles needed for bus chassis and body production, and for articles needed for the production of power and distribution transformers, switchgear and electric motors.

An important addition to the quota list was made in September of last year when $2 million were made available for export encouragement and development. Under this quota, a manufacturer may import raw and auxiliary materials (excluding capital goods) and packing materials for the manufacture and export of his products. He may obtain an allocation of foreign exchange for this purpose of up to 50% of the approved export value of his project.

Quotas for the import of electric bulbs, industrial sewing machines, elevators, sprinklers and window glass were added to the list.

Cash deposits raised

Other changes in the import policy include an increase in the import cash guarantee deposit requirements. These have been increased from 70% and 100% to 90% and 120%, respectively, for goods on liberalized lists I and II. Exceptions are motor vehicles and parts, which require a deposit of 150%; chemical and composite fertilizers, requiring a 20% deposit; and breeding animals, requiring a deposit of 1%.

For those goods imported under the quota list, deposit requirements have been increased from 30% to 50% for importers and from 10% to 20% for industrialists. Items imported under the private sector investment quota are the only goods excepted; a cash deposit of 1% of the value of the import is required.

It is also now necessary that the banks authorized to grant import requests show the f.o.b., c. & f., c.i. and c.i.f. prices of the import separately on the permit form.

The information above should be considered as an addendum to OBR 67-29, *"Foreign Trade Regulations of Turkey."*

More specific information may be obtained from the Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. When requesting such information, the product should be identified by the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, the U.S. Schedule B export commodity number, or by a complete product description.

Swedes continue upturn

Economy marked by cautious but increasing optimism; outlook for U.S. is favorable

Sweden's modest recovery from the 1966-67 downturn continues, and the prevailing atmosphere as the country entered 1969 was one of cautious but increasing optimism.

The immediate outlook for private investment, which has been the weakest spot in the economy, is for some improvement in the trade section but little in the rest of industry, according to the semi-annual Economic Trends Report from the U.S. Embassy in Stockholm.

While the implications for the United States of present-day economic trends in Sweden are for American exports to meet stiffer Swedish competition in third countries, the outlook for U.S. exports to Sweden would appear to be more favorable. The most expansive sections of the Swedish economy in recent months have had a very low import content, but this picture seems to be changing. For example, private investments and the accumulation of stocks, both of which are expected to expand in 1969, have a fairly high import ratio.

Moreover, the Swedish Government has recently undertaken, or is in the process of undertaking, various measures which are intended to stimulate industrial investment. The switch on Jan. 1 from a sales tax to a value added tax is one such measure. Another is the promise in the Budget message just released by the Government that more favorable regulations will be issued for the depreciation of industrial property.

Foreign exposure helps

One of the main thrusts of economic policy in Sweden is indicated by the following statement from the Budget message just sent to Parliament: "Sufficient resources must be transferred to the export industries and other sectors exposed to foreign competition so that full use can be made of the existing export potential. This means that priority must continue to be accorded to the expansion of that part of the business sector, chiefly industry, that is exposed to foreign competition."

Swedes are intent upon a further rapid increase in productivity, not only through rationalization, but also through the development of new techniques and better organizations. In order to keep exports (which produce more than 20% of the country's GNP) competitive, Government policies are directed toward those structural changes which will create more effective and more competitive production units.

Therefore, American businessmen who have more efficient equipment. new techniques and innovative methods, labor-saving devices and cost-cutting products will find a receptive market in Sweden.

The leaders of Sweden, Denmark, Norway, and Finland are in the process of discussing various proposals for increased Nordic economic integration which would go considerably beyond a Nordic Customs Union. While it is evident that they are still far from agreement on many issues such as agriculture and fisheries, and while it is unclear how such an organization would be related to the application of three of these countries for some kind of affiliation with the European Common Market, it is, nevertheless, evident that discussions have advanced to more concrete proposals.

Should anything come of these discussions there would be many implications for the United States. To the extent that a Nordic Customs Union would be trade creating, it would increase demands for American products. On the other hand, to the extent that a common external tariff becomes protectionist, it would hurt American products.

Since Danish and Norwegian tariffs are generally lower than those of Sweden for semi-manufactured goods, but for the most part higher on finished products, one result may be a general lowering of Swedish tariffs on semi-manufactured goods to the advantage of U.S. products, and some raising of tariffs on finished products.

Finally, to the extent that U.S. firms would meet a larger, more uniform, and more unified market in Scandinavia, prospects for American goods and services would also be enhanced. American businessmen will thus have considerable interest in the trends of these proposals.

The underlying strength of the Swedish economy is shown by the good gold and foreign exchange position, which declined in 1968 by only one half of one percent. Some foreign exchange was lost toward the end of the year in anticipation of an appreciation of the German mark. Since 1965, however, the level of foreign exchange reserves has remained largely unchanged.

During the same period the deficit on the balance of trade has been cut in half. Nevertheless, there appears to have been a slight deterioration in the trade balance

LIGHTS IN STOCKHOLM OFFICE BUILDINGS are burning longer as the economy recovers from its 1966-67 slump. This is the headquarters of Sweden's largest producer of electrical equipment.

OUTLOOK FOR U.S. EXPORTS TO SWEDEN IS MORE FAVORABLE, despite increased competition from third countries. This is a show of advanced industrial fasteners at the U.S. Trade Center in Stockholm.

in 1968, imports have risen even more rapidly than exports. In spite of some uncertainty about the British and American markets, Swedish authorities are predicting that both imports and exports will increase in volume by 7%.

Increasing deficit

Once again in 1968 net earnings in shipping did not quite offset net losses in tourism and other current payments. With Sweden's foreign aid program being expanded, the trend is also for an increasingly larger deficit in net transfers.

Winter unemployment is less than for the corresponding period of last year, exports and Government spending continue to create strong demand in the economy, wages and prices are more stable, and the balance of payments situation is less worrisome than in the mid-1960's.

While the trend for 1969 does not seem to promise a growth rate as large as three or four years ago, Sweden's increase in real GNP will, nevertheless, be pretty much in line with the average for Western Europe. With the present better balance in the economy both internally and externally, continued prosperity with a growth rate of about 4% may be expected.

Private investments were down almost 4% in 1968, and trade by almost 10 per cent. Since credit has been easier and companies are more liquid than they have been for some time, this disinvestment is attributable in part to an underuse of capacity, and in the case of commercial construction, to a temporary tax, since removed, which was designed to divert resources to housing construction.

Public investments have been made in the past year to offset declining private investments, and the Government's budget for the coming year contains various measures to stimulate private investments. Swedish authorities are cautiously predicting that some private investments may increase in 1969, but except in trade they are hesitant about projecting an overall improvement.

The strong performance of Swedish exports and the continued growth in industrial production may be expected to increase utilization of capacity and ultimately investments. In anticipation of this, the Government already has plans to cut back on public investments for the coming year.

The galloping inflation of the mid-1960's seems to have been brought under control. Consumer prices increased less than 2% in 1968, compared to more than 3% the previous year, and the government is predicting an increase of only about 2% in 1969. On the international side the terms of trade are expected to improve slightly for Sweden, with the price of its exports going up slightly more than that of its imports.

With wages no longer being bid up so much because of chronic labor shortages, the percentage increases in the total wage bill have declined since 1964, with the annual rise being 10.5%, 10.5%, 10.5%, 8% and about 6.5% for 1968. Increases in productivity for the same period have been on the order of 6 to 7%.

The country is now engaged in protracted wage negotiations affecting almost the entire labor force, and instead of the usual three-year settlement, the result this time will probably be a one-year settlement. In keeping, however, with the Swedish tradition of avoiding industrial conflicts if at all possible. the Swedish Government, whose mainstay of support is organized labor, is emphasizing that a wage settlement should be more in line with increases in productivity. The Finance Minister has stressed the need for a settlement of an increase of about 6% in total wage costs. The future performance of the economy depends a great deal upon the outcome of these negotiations.

The moderate rate of general industrial growth recorded during the first half of 1968 was followed by a significant improvement during the latter part of the year. The unadjusted index of general industrial production of the Swedish Central Bureau of Statistics stood at 199 for November 1968—13 units or 7% better than a year ago.

A report released a short time ago by the Swedish Institute for Economic Research indicates that manufacturers' inventories of finished goods have been de-

Most promising

U.S. goods and services which seem to offer the most promise to American exporters are (not necessarily in the order of most importance): water treatment and air pollution equipment, noise abatement equipment; industrial process controls; business machines and accessories; aircraft, aircraft engines and components; materials handling equipment; electronic and other measuring and control equipment; chemicals for paper, plastic and pharmaceutical industries; industrial tools; heating and cooling equipment; textiles and men's clothing (not knitted); pumps and centrifuges, and photographic film and equipment.

Must stay competitive

There is some concern in business circles about the effects of recent British measures to restrict imports and some uncertainties about the effects of the continued American balance of payments program, but these developments are offset by the improved prospects on the German market due to changes in that nation's import-export taxes.

Even though certain symptoms of overheating have re-occurred in some of Sweden's urban areas, the Government's policies, and its budget for the fiscal year beginning next July 1, indicate that care will be taken to keep Swedish exports competitive on important international markets. A policy mix of restriction and cautious expansion is being pursued which is calculated to control the development in general demand.

creasing almost all along the line and are generally regarded as being down to normal volume for this time of the year. With few exceptions, companies have also reported an increased inflow of new orders both from domestic and foreign customers, and their plans for the months ahead should result in a marked increase in industrial output in most sectors during the first half of 1969. The December report of the Institute for Economic Research, considerably more favorable than that of the previous quarter, indicates that nearly all sectors of industry plan to increase production in the coming months.

A moderate increase in private consumption is expected to be sustained throughout 1969. Since the 1969-70 Budget provides for virtually no increase in direct or indirect taxation, and as consumer prices are expected to remain relatively stable throughout the year, a larger proportion of disposable family income may be expected to become available for consumer purchases.

Consumer demand, however, will be largely influenced by the outcome of the collective wage negotiations now under way. Some uncertainty, moreover, exists as to where consumer purchases will be directed during 1969, with some quarters predicting an upturn in the field of consumer durables, particularly automobiles.

The Swedish Institute for Economic Research has forecast a 4% increase in overall consumption of consumer durables for 1969, a 3% increase for durables, and a 2% increase for services.

Although the deficit on the current account of Sweden's international balance of payments increased in 1968 by some $94 million as compared to a deficit of only $3.7 million in 1967, the situation is considered to be much less worrisome than in the mid-1960's. The predicted deficit on the current account in 1969 is $114.8 million.

In its Budget message the Swedish Government also indicated that it will subsidize up to 25% of the cost of purifying equipment which industrial firms install in existing plants. This program will involve Government grants of some $48 million spread over a five-year period, to stimulate a total investment of $193 million.

For the fiscal year beginning next July 1 the Swedish Government intends to spend more on its regional development program, designed to combat unemployment, particularly in the forest provinces of the north. State enterprises in the forest provinces are also to be strengthened.

Nevertheless, the short term outlook for the timber and paper industries, as well as for iron ore, is less favorable than that for other sectors because buyers seemed to have either stopped or slowed down their accumulation of stocks.

The growth in the manufacture of engineering products, in iron and steel products, and in ship construction seems to have a much more favorable outlook. The closing of the Suez Canal has swollen order books in the shipbuilding industry as never before.

The sale of construction equipment should benefit from Government plans to spend more money in the near future on modernizing Swedish highways.

Swedish authorities are predicting that the volume of private consumption in 1969 will increase by 3%. Particularly large increases are forecast for vehicles and other capital goods as well as spending for foreign travel.

AMA sessions to study business outlook for U.S. in Mexico and Brazil

Business prospects for U.S. firms in Mexico and Brazil will be featured in two American Management Association meetings in early March.

A Mar. 3-5 briefing session on Doing Business in and With Mexico will review the Mexican banking and money market; principal business taxes; management talent and manpower development; the attitude toward private direct U.S. investment; lease financing; a case history of a major U.S. enterprise operating successfully in Mexico with a minority position, and a case study of the Mexican pharmaceutical industry.

Speakers will include the Mexican Ambassador to the United States, Hugo B. Margain, Juan D. Rivera, vice president of the First National City Bank, Jose Fernandez, president of the Bufete Industrial Group in Mexico City, and Paul Flores, Mexican Desk Officer at the U.S. Department of Commerce.

The Mar. 5-7 orientation seminar on Problems and Future Policies for U.S. Companies Operating in Brazil will discuss Brazil's new administration; taxation and legal problems of doing business; banking and the money market; labor conditions and trends; Brazil's role in LAFTA, and operating problems in Brazil.

Discussion leaders will include Paul Griffith Garland, partner in Baker and McKenzie's Sao Paulo office, Raul Cunha Freire of Union Carbide Corp., and Stefan J. Rundt, president of S. J. Rundt and Assoc., New York.

Write: American Management Association, 135 West 50th St., New York, N.Y. 10020.

Venezuela to ask bids on satellite earth station

Venezuela's telephone company (CANTV) plans to build a satellite earth station. The project is expected to be offered for international bidding within four to six weeks. The site has been chosen but will not be announced until the land has been acquired by the government.

Total cost of the project has been estimated at $6 million, with local costs $2 million and foreign costs $4 million. Bidders probably will be asked to offer financing of foreign costs.

The project is an important segment of Venezuela's Five Year Telecommunications Plan 1968-73, which anticipates the availability of commercial satellite facilities by mid-1970.

St. Louis REEC radio program in eighth year

The St. Louis Regional Export Expansion Council this month celebrated seven years of broadcasting a weekly radio program over station KSTL. The anniversary program of "New Markets for Mid America" was the 365th consecutive one moderated by William H. Curran of the St. Louis Commerce Department Field Office, and featured as guest panelists Hector Dominguez, Alfred Rascher, Jr., and other members of the St. Louis REEC.

U.K. reforms take hold

Trade figures indicate that devaluation, other measures are finally taking effect

The semi-annual Economic Trends Report from the U.S. Embassy in London indicates that the economy is finally beginning to feel the full beneficial effects of the devaluation of the pound.

The devaluation in November 1967 and subsequent Government economic measures were intended to restrain imports and domestic consumption and to promote "export-led" economic growth. The U.K. balance of payments deficit was expected to reverse into a sustained surplus, hopefully on the order of $1.2 billion per year. The experience of the year since devaluation has shown that the time required to bring about this turnaround is longer than was anticipated. However, in recent months there has been a definite improvement, particularly on trade account, and the Government now anticipates that the balance of payments will move into surplus around the middle of this year.

The state of health of the U.K. economy has wide ranging significance for the United States. In the broadest sense, a strong and stable economy enables the United Kingdom to continue its vital role as one of the major political and military powers of the Western alliance. As a principal trading nation and reserve currency country, a recovery of the U.K. balance of payments is essential to achieving stability in world markets. The ability of sterling to weather the international monetary crisis last November with only relatively minor repercussions rested to a large extent on confidence that the post-devaluation economic strategy would eventually work.

Trade with U.S.

On bilateral trade account, U.K. exports to the United States during the third quarter of 1968 averaged $191 million per month (f.o.b.) or 42% higher than the third quarter of 1967, while imports from the United States over the same period increased 14% to a monthly average of $213 million (c.i.f.). These growth rates are somewhat overstated, however, because the 1968 figure reflects some accelerated shipments in anticipation of a possible U.S. dock strike. For example, a preliminary report for the fourth quarter of 1968 indicates a 6% decline from the third quarter in U.K. exports to the U.S.

In any event, the improvement in the U.K. trade balance in recent months was substantially helped by its export performance on the American market.

Grain imports from the United States, primarily corn, were up slightly from the third quarter of 1967 to the third quarter of 1968, averaging $10.2 million per month in the latter period. A decline in the export prices of corn resulted in the imposition of a moderate import levy by the United Kingdom, which was removed in mid-January following a rise in export prices. The levy is not believed to have affected trade significantly.

Continued growth in the U.K. economy during 1969 and a slowing down of the expansion of the American economy should improve the U.S. trade balance with the United Kingdom. To the extent that U.K. expansion is concentrated in the investment sector, American exports should particularly benefit, since they dominate the machinery sector. Whereas imports from the United States constituted only 13% of total U.K. imports during the first three quarters of 1968, they accounted for 33% of machinery imports.

Buoyant market

The buoyant market for U.S. goods embodying advanced technology was clearly demonstrated in December and January shows at the London Trade Center. These shows, featuring aviation electronics equipment and computer graphics and display equipment, registered record off-the-floor and projected sales.

Investment and banking opportunities in Britain also continue to be attractive to American firms and banks. In recent weeks, for example, a multi-million dollar American food processing firm announced its intention to acquire a firm in the United Kingdom, and two American banks opened new London branch offices.

Britain's Import Deposit Plan and any new measures that may be applied to slow imports will certainly force U.S. companies to work harder in order to sell in the British market, but with enterprise and ingenuity these difficulties should be largely overcome.

The most encouraging sign on trade account has been the strong upward trend in British exports, especially since the second quarter of 1968.

The average annual growth rate of export volume was about 11% from the second and third quarters of 1967 to the fourth quarter of 1968, three or four times the average rate of the previous decade. Export prices increased 8.6% from October 1967 to November 1968, and less than 1% since June.

Considering the increased costs to exporters from devaluation and other market factors, this price increase—about half of the 16.7% initial price advantage from devaluation—indicates that exporters are passing on to foreign markets the bulk of the competitive advantage gained from devaluation. Although the growth of world trade in 1969 may slacken somewhat from that in 1968, U.K. export performance is expected to continue its favorable upward trend.

The high level of imports, about 12% higher by volume in the fourth quarter of 1968 than in the second and third quarters of 1967, has been more disappointing, especially since the price index has risen by 12% since devaluation (including a 17% increase for manufactures). However, recent figures indicate a leveling off. In fact, if adjustment is made for the unusually high import level in June and the unusually low level in July, caused by anticipation of the Kennedy Round tariff cuts and the internal French disturbances, the volume of U.K. imports has remained approximately unchanged since the first quarter of 1968.

Consistent performer

The one category of imports which has persisted in its upward trend is finished manufactures, perhaps reflecting the importance of non-price factors such as quality and design for many of these products. There was a small decline in December of imports of these products, however, and the new Import Deposit Plan, announced on Nov. 22, should have a further dampening effect on these imports in particular for some months.

As a result of the upward trend in exports and the leveling off of imports, the U.K. trade deficit gradually diminished from a peak monthly average of $211 million during March-May 1968 to about $110 million per month during Oct.-Dec. (excluding imports of U.S. military aircraft). Continuance of this trend would result in a crossover into trade surplus about the third quarter of 1969.

In the first three quarters of 1968 the United Kingdom registered a cumulative balance of payments deficit of $996 million, of which deficits totaling $1162 million were recorded in the first two quarters and a surplus of $166 million was recorded

in the third quarter. The third quarter surplus was due primarily to very large capital inflows, which were not expected to be sustained in the fourth quarter. Deterioration in the capital account probably swung the balance of payments back into deficit in the fourth quarter.

In November, the National Institute, a highly regarded independent research organization, estimated a surplus of about $280-460 million in the second half of 1969.

Needs restraint

A substantial balance of payments surplus requires domestic consumption to be restrained sufficiently to free additional resources for production of exports. It also requires new industrial investment to provide the plant capacity for growth in the export sector. The Government's economic policy since devaluation has been directed to these objectives, although the results thus far have been somewhat below expectations. Private consumption surged in the months following devaluation and the added tax burdens contained in the March budget were only partially successful in restraining demand.

Whereas the Government had predicted a 2% decline in private consumption between the second half of 1967 and the second half of 1968, it now appears that consumption remained at about the same level. Further restrictive measures taken by the Government in November, first through a tightening of consumer credit regulations and then through an increase in sales taxes and more stringent limitations on bank lending, should add significantly to the squeeze on consumer spending in the months ahead. The National Institute expects only a small increase in private consumption, on the order of 1%, during the coming year.

The rise in industrial investment anticipated for 1968 did not fully materialize, but the increase from the second to the third quarter may have marked a turning point from the steady decline since early 1967. The Board of Trade, based on a survey taken in November and December, forecast a 10-15% increase in manufacturing investment for 1969.

On the other hand, the most recent surveys of business opinion which appeared in the *Financial Times* indicate that businessmen may be scaling down their earlier, more buoyant capital spending programs. It appears, though, that such reconsiderations are concentrated in consumer-oriented industries, whereas most export-oriented and capital goods industries still intend to increase investment outlays substantially.

There do not appear to be serious full capacity bottlenecks in plant capacity, but one of the most important questions at this juncture is whether there will be sufficient investment in the right sectors of the economy, to maintain the growth momentum in exports.

Considering the price increase inherent in devaluation, principally through higher import prices, the upward price trend has been less than anticipated. From October 1967 to November 1968, the retail price index rose 5.8%, while the wholesale price index for manufactures rose by only 4.7%. In the period ahead moderate price increases, related largely to the purchase taxes and the gradual decline in unemployment since last summer, are expected.

Although this relative price stability works to strengthen the economy's long-run ability to compete on world markets, it has somewhat paradoxically weakened the Government's economic strategy during the past year, since it was anticipated that prices would rise faster than earnings, thereby reducing real income and consumption. In fact, however, earnings through November 1968 increased somewhat more than prices, which has largely accounted for the over-exuberant consumer spending mentioned above.

The Government has aimed at limiting increases in prices and wages through a stringent incomes policy announced last March. Wage agreements exceeding 3½% annual increases have to be justified by productivity agreements or other specified criteria. In general, the Government has maintained this policy although there has been some slippage, particularly at the local level. At this point wage increases for agricultural workers and bank employees are being reviewed by the Prices and Incomes Board. There are no other immediate major wage negotiations facing the Government's incomes policy although the introduction of new Trade Union legislation, designed to limit strike threats, may reinforce opposition to the generally unpopular incomes policy.

In the longer run, a sustained rate of healthy economic growth in conjunction with a substantial balance of payments surplus (which will be required for a number of years to pay off accumulated foreign debts) rests primarily on the ability to increase the productivity of the British economy. It is difficult, though, to measure the longer-run trend in productivity. From the second quarter of 1967 to the second quarter of 1968, for example, the average output per worker in U.K. manufacturing industries increased by 6.3%, but much of this rise was of a cyclical nature caused by the recognized lag between increased output and increased employment. Nevertheless, it appears that in recent years the average productivity gains by U.K. industry have been significantly higher than earlier.

Whether this higher rate of productivity gain can be maintained and improved upon depends both on structural changes in the economy and a high level of investment. Productivity bargaining has become widespread, especially as a result of the emphasis given to productivity agreements in the present incomes policy, but it is difficult to measure the precise impact of such agreements.

Regarding investment, its share of total gross domestic product has risen somewhat in recent years, largely from the higher level of public investment. As mentioned above, however, a resurgence of private investment remains one of the key economic questions facing the economy.

Top traded items

Among the most important product groups of exports to the United States, chemicals increased by 40% from the third quarter of 1967 to the third quarter of 1968, to a monthly average of $5.9 million; iron and steel increased by 65% to $14 million per month; non-electrical machinery increased by 51% to $32.6 million per month; and transport equipment increased by 48% to $28.5 million per month.

The largest jump was in the beverages category—mostly Scotch whiskey—which averaged $28.3 million per month during the third quarter of 1968, or almost double the 1967 level, but this probably reflects particularly large shipments in anticipation of the dock strike.

Among the most important increases in the monthly average of U.K. imports from the United States between the third quarters of 1967 and 1968 are: tobacco, up 42%, to $11 million; chemicals, up 34%, to $21.6 million; paper and paperboard, up 48%, to $5.1 million; non-ferrous metals, up 72%, to $14.2 million; non-electrical machinery, up 9%, to $37.7 million; and electrical machinery, up 18%, to $16.9 million.

Large gains were also registered for aircraft, but this was attributable to unusually large shipments of commercial aircraft in the summer of 1968 and higher deliveries of military aircraft under special financing arrangements.

Changes in rules for technical data exports explained

Export Control Office publishes clarification of recent revision

Further clarification of the recent revisions in the regulations affecting U.S. exports of unclassified technical data have been announced by the Department of Commerce.

The Department previously published the highlights of the changes in a Jan. 17 *Current Export Bulletin*, which was reported in the Feb. 3 issue of INTERNATIONAL COMMERCE, p. 26.

Two general licenses for technical data will replace the three now in existence. One of the new general licenses (GTDA-Technical Data Available to All Destinations) authorizes American exporters to transmit to any destination without export licenses validated by the Department, unclassified technical data that are scientific or educational in nature or contained in an application for the foreign filing of a patent, provided such filings are in accordance with regulations of the U.S. Patent Office and previously were filed in a non-Communist "early publication" country.

The other general license (GTDR-Technical Data Under Restriction) authorizes exports without validated license of a broad range of unpublished technical data to free world countries. Such exports are, however, subject to assurances from the importer regarding the use of both the data and its direct product.

Exports that do not meet the conditions of either General License GTDA or GTDR require a validated license.

A U.S. exporter may ship technical data without the formality of presenting a Shipper's Export Declaration to U.S. Customs. When the U.S. exporter returns used export licenses for an Eastern European Communist country to the Department's Office of Export Control, however, he is required to provide information on the value of the data exported. A brief report is also required on the use of such licenses for other destinations.

The changes do not affect technical data under U.S. Government security classification; munitions items under the jurisdiction of the Office of Munitions Control, Department of State, and data subject to U.S. Atomic Energy Commission control.

The regulations are published in Current Export Bulletin No. 980, dated Jan. 28. Copies may be obtained for 25 cents from any U.S. Department of Commerce Field Office, or from Room 2119 of the U.S. Department of Commerce Building, Washington, D.C. 20230.

Kenya cuts travel allowances, remittances by non-citizens

New Kenya exchange control regulations, which became effective Jan. 23, reduce basic travel and emigration allowances for residents of Kenya as well as remittances abroad by non-citizens employed in Kenya.

The travel allowance has been reduced from $700 to $560 for adults and from $350 to $280 for children aged 3-12, and may be used only once every two years. The emigration allowance has been reduced by half from $14,000 to $7,000, with an additional $2,800 allowed for annual release for five years following emigration.

Remittances abroad by non-citizen employees have been reduced from one half to one third of their monthly salaries; although a maximum of one half is still allowed for family maintenance or educational purposes abroad. Employees resident in Kenya for longer than four years may avail themselves of this concession or of the emigration allowance upon final departure from Kenya.

Commerce to allot quotas on Jan.-June shipments of copper scrap to Canada

The U.S. Department of Commerce has outlined its procedures in allocating an export quota of 2400 short tons of copper scrap and copper-base alloy ingots to Canada during the first six months of 1969.

Explaining the administration of short supply export controls announced on Dec. 31, the Department said the quota will be divided among exporters, keyed to the volume of outstanding export orders calling for delivery between January and June. The orders must be dated before Dec. 31, and do not include exports prior to midnight Jan. 3.

The Department's Office of Export Control said that since the export orders apparently exceed the export quota, each exporter's share will be less than his volume of orders.

An exporter wishing to qualify for a share of the quota is required to submit to the Office of Export Control, U.S. Department of Commerce, Washington, D.C. 20230, a written statement about the quantity of his export orders. The statement should be accompanied by a copy of each such order and the related application for export license. If there is no written order, a certification from the Canadian purchaser must be submitted setting forth the details of the order.

Details concerning the regulation appear in Current Export Bulletin No. 981, dated Jan. 29. Copies may be obtained for 25 cents from any U.S. Department of Commerce Field Office, or from Room 2119, U.S. Department of Commerce Building, Washington, D.C. 20230.

Cadle named acting head of investment control group

Secretary of Commerce Maurice H. Stans has announced the appointment of Deputy Director Don D. Cadle as Acting Director of the Office of Foreign Direct Investments.

The present Director, Charles E. Fiero, plans to rejoin the Chase Manhattan Bank.

The Office was established Jan. 1, 1968, to limit temporarily the balance of payments impact of U.S. business investment in other countries. The program administered by the Office was instituted to effect an improvement in the U.S. balance of payments until more fundamental gains could be achieved in other balance of payments accounts.

U.S.-Trinidad pact extended

The United States and Trinidad have extended through 1969 their convention for the avoidance of double taxation and the prevention of income tax evasion. Originally due to expire on Dec. 31, 1967, the agreement has been extended twice, and will run until Dec. 31, 1969.

OECD committee named

Eleven nations have been named to the Executive Committee of the Organization for Economic Cooperation and Development for 1969. They are: Austria, Belgium, Canada, Denmark, France, Germany, Italy, Japan, Turkey, United Kingdom, and the United States.

Quota bills, tariff and customs actions, GATT session in spotlight

Commerce trade policy specialists review recent Congressional, other Governmental measures affecting international business

The following is the first in a series of regular reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by staff members of the Bureau of International Commerce's Trade & Commercial Policy Division.

Congress: Trade and Tariff Bills: As February began, members of the 91st Congress had introduced at least 197 bills in the House and 13 bills in the Senate dealing with various aspects of international trade and tariffs. The majority of these bills, 139 in the House and five in the Senate, propose to establish import quotas on a wide variety of commodities. Bills to restrict imports of textiles are the most numerous, with dairy products and steel following closely.

Other commodities covered by quota proposals include meat, flat glass, groundfish, ferroalloys, consumer electronics products, strawberries, fresh fruits and vegetables and potash. There are also several general "orderly marketing" bills which do not name specific products but would impose quotas on any import under certain specified conditions. Most of the legislative proposals would establish quotas based upon past import levels and would allow annual fluctuations of imports in proportion to changes in domestic consumption. To date, the commodities covered by the quota bills are virtually the same as those for which similar legislation had been introduced in the 90th Congress.

A concurrent resolution (H. Con. Res. 91) was introduced on Jan. 23 by Rep. Wilbur Mills expressing the opposition of Congress to the consumption taxes which the European Economic Community proposes to levy on oilseed products. The resolution states that it is the sense of Congress that such taxes would: (1) constitute a major blow to American agricultural producers, processors, and exporters; (2) constitute a violation of trade agreements between the United States and the European Economic Community; and (3) invite commensurate retaliatory action by the United States and other nations, with a resulting serious disruption of world trade.

Proposed Legislation: Wool Fabrics: Before leaving office, President Johnson submitted to Congress a legislative proposal to set a lowered 55% rate of duty on imports of fabrics of reprocessed or reused wool. The proposal was based on a Tariff Commission report which had been requested by the President.

This action is an attempt to reduce the duties on certain fabrics resulting from a law (P.L. 90-638) passed in the final days of the 90th Congress. A provision in that law, designed to close tariff loopholes on wool fabrics, made fabrics *in chief weight* of wool dutiable at the rates applicable to fabrics *in chief value* of wool.

Upon signing P.L. 90-638, President Johnson issued a statement that the remedy adopted by Congress to close the loopholes might be too harsh. He therefore requested the Tariff Commission to conduct an investigation and to: (1) report on the effect of the new tariff provision on the trade in wool fabrics and (2) recommend a simple ad valorem rate or rates which would permit imports without injuring the domestic industry.

Italy, the principal supplier of reprocessed and reused wool fabrics, has complained about the possible effects of the law on its trade. Representatives of the United States and the European Community were meeting in Geneva last week under GATT auspices to consult on the effects of P.L. 90-638.

Presidential Proclamation: Dairy Import Quotas: President Johnson, acting on an investigation and report of the U.S. Tariff Commision, placed limits on additional dairy product imports into the United States. With the issuance of Proclamation 3884 on Jan. 6, the only cow's milk dairy products remaining outside the U.S. import control system will be: Emmenthaler cheese, Gruyere-process cheese, and the category of "other" cheeses, costing 47 cents per pound and over. These are high-priced specialty cheeses. Cheese made from goat's milk and sheep's milk also remains unrestricted, except for most Blue Mold-type cheeses.

Removal of Austrian Tax on Soybean Meal and Cake: Austria has agreed to remove a licensing tax on soybean meal and soybean cake not later than March 1. The tax, which was levied last July 15, had the same effect as an import duty of approximately 18% ad valorem. The United States protested that the tax was contrary to GATT rules and stated that trade concessions granted on some products imported from Austria might have to be modified if the tax was maintained. Austria also agreed not to replace the tax with any domestic consumption tax or other measure.

GATT Meeting: Non-Tariff Barriers: A meeting was held in Geneva during the week of Feb. 3 to discuss procedures for examining non-tariff barriers and to begin substantive discussions on some NTB's. The meeting was conducted by the Committee on Trade in Industrial Products which was formed in November 1967 by the 24th GATT Session to develop an inventory of non-tariff and para-tariff barriers affecting international trade and to report to the GATT Council which would set up machinery to deal with the problems identified by such an inventory. The study was proposed by the United States as a follow-up to the Kennedy Round.

U.S. Accession to Customs Conventions: United States accession to five international customs conventions will enter into force on March 3. The conventions are: (1) Customs Convention on the Temporary Importation of Professional Equipment, which provides duty free admission into signatory countries of professional equipment such as sound and television broadcasting equipment and professional tools; (2) Customs Convention on the ATA carnet for the Temporary Importation of Goods which extends the carnet system to goods temporarily admitted free of duty under international conventions or national law; (3) Customs Convention Regarding ECS Carnets for Commercial Samples which provides that sample goods accompanied by an ECS carnet may be carried through foreign customs without posting bond at each border: (4) Customs Convention on the International Transport of Goods under Cover of TIR Carnets which extends the carnet system to goods imported in certain road vehicles and containers for transshipment without reloading; (5) Customs Convention on Containers which provides temporary duty free entry for containers used in international trade.

Tariff Commision Report: Nonrubber Footwear: The Tariff Commission released on Jan. 17 its report to the President on the economic condition of the domestic

nonrubber footwear industry. The report, requested by President Johnson under section 332 of the Tariff Act of 1930, contains information on domestic production, consumption, prices, imports and exports, tariffs and the competitive effects of imports.

The Commission projects continued growth of U.S. production, consumption and imports, though imports are expected to rise at an annual rate somewhat higher than that of domestic output. Between 1963 and 1967 aggregate annual net profits of all producers are estimated to have doubled; the ratio of net profits to sales rose from under 5 percent to 6.5 percent. In the same period, imports doubled, supplying 12% by volume of the U.S. market in 1964 and 18% in 1967. On the basis of wholesale value, imports accounted for 5% and 10% of the market in 1964 and 1967, respectively. The Commission states that technology and design may substantially improve the domestic competitive situation, in which case the anticipated rise in imports might have no greater effect on the profitability of domestic producers' operations—in the overall—than at present.

Tariff Commission Inquiry: Freeze Dried Coffee: The Tariff Commission on Jan. 16 announced receipt of a complaint from Struthers Scientific and International Corp. of New York alleging importation and sale by General Foods Corp., White Plains, N.Y., of freeze dried coffee made in accordance with the patent claims owned by Struthers. The Commission has initiated a preliminary inquiry to determine whether a full investigation is warranted and whether a temporary order of exclusion from entry should be recommended to the President pending the outcome of a full investigation.

Bureau of Customs: Dumping Complaints: The Bureau of Customs announced two tentative determinations that products are not being sold in the United States at less than fair value within the meaning of the Antidumping Act of 1921, as amended. The products are frozen haddock fillets from Eastern Canadian provinces and beta-oxy-naphthoic acid from Japan.

Countervailing Duty Removed: Goods from France exported from that country on and after Feb. 1 will no longer be subject to countervailing duty, according to an announcement by the Treasury Department. The Treasury action is in response to removal on Jan. 31 of special export subsidies which France instituted in June 1968. The original countervailing duty of 2.5% was reduced by half on Nov. 1 when France halved its subsidies.

New Zealand Tariff Board grows in importance as licensing ends

Will rule on applications for increased tariff protection or temporary quantitative controls; group will have year to act

As the import licensing system is gradually phased out in New Zealand, the proceedings of the Tariff and Development Board will take on added importance for U.S. exporters to the New Zealand market.

The Government has assured domestic industry that prior to removal of import licensing controls, affected firms will have the opportunity to seek increased tariff protection or temporary quantitative controls.

A November 1967 amendment to the Tariff and Development Board Act of 1961 provided for the appointment of an Emergency Protection Authority. That Authority, on the request of the Minister of Overseas Trade or the Minister of Industries and Commerce, is charged with undertaking an inquiry into the effect of particular imports on New Zealand industry.

Within 30 days from receipt of the request, the Authority must report on whether urgent action is required to protect the petitioning industry and, if so, what type of protection is appropriate. The Authority may recommend temporary import restrictions, higher duties, or both. However, before such protective measures can be put into effect, the case must be referred to the Tariff and Development Board for a full inquiry.

Because of the 30-day limitation on the Emergency Protection Authority, interested parties are not invited to submit evidence. The Government is not compelled to adopt the Authority's recommendations; however, most are accepted pending the final report of the Tariff and Development Board.

Referrals to the Authority are usually published in the official *New Zealand Gazette* under the caption "Temporary Protection of Industry."

Cases subsequently referred to the Tariff and Development Board are announced in the Board's periodic notices. A time period between the date of notice and the public inquiry of 60 to 90 days is generally provided to allow interested parties to submit evidence through the filing of briefs.

The Tariff and Development Board has up to one year to make a ruling.

The "Notes for Guidance of Witnesses in Preparing Evidence for Tariff Inquiries" describes the information to be provided by firms which wish to present evidence at the Board's public inquiries.

Twelve typewritten copies of the evidence should be submitted at least two weeks prior to the Public Inquiry.

Section B of the Notes is the format for information required in support of evidence by or on behalf of an importer or an overseas supplier, or the representative of an overseas supplier. Information required of overseas suppliers includes the name and nature of the firm submitting evidence, its sales history in New Zealand, duty rates desired, labor and other costs of production, ex-factory as well as prices to importers, and the prices and names of manufacturers of New Zealand produced goods competing with those of the overseas supplier.

Copies of the "Notes for Guidance of Witnesses" are available from O. A. Black, Acting Secretary, Tariff and Development Board, P.O. Box 5070, Wellington or from the Far Eastern Division (892), Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

World Bank loan to Finland to increase investment capital

The World Bank has announced the loan of $22 millon to be made to the Industrialization Fund of Finland (IFF) to help meet the growing demand for investment capital by private industrial enterprises in Finland.

IFF's financing is of considerable importance to the country's economy since a lasting improvement in the balance of payments position depends on an increase in industrial exports.

An independent financial institution, IFF has made a significant contribution to the growth and improvement of private industry in Finland since its reorganization in 1963. It has made 486 loans totaling 226 million Finnish markkas (US$54 million), mainly to medium and small enterprises for expansion and modernization to reduce costs and increase their competitive position.

Czechs establish new firms to represent foreign companies and encourage machinery imports

New trade association lists ten services for outside interests; several enterprises authorized to conduct trade directly

A new Czechoslovakian foreign trade association, ZENIT, has been authorized to represent foreign firms. Formerly this service was an official monopoly enjoyed by the foreign trade corporation TRANSAKTA.

ZENIT was founded by three existing corporations: TRANSAKTA (representation), INSPEKTA (trade superintendence), and RAPID (publicity), with the assistance of the Czechoslovak Commercial Bank.

According to its brochure, ZENIT is prepared to perform the following services in Czechoslovakia as a representative of foreign firms:

- ► To conclude and execute specific transactions and to expand the sale of given products;
- ► To provide business information and to facilitate the selection of imports;
- ► To supply technical information and engineering services;
- ► To build a network of servicing stations, to train servicemen, and to ensure standard repairs of given products;
- ► To establish consignment stocks and to maintain an inventory of spare parts for products imported into Czechoslovakia;
- ► To conduct market research and marketing and to explore possibilities of leasing or rental;
- ► To plan and arrange for publicity, translations, direct mail advertising, and the placement of ads in all suitable means of communication in Czechoslovakia;
- ► To arrange for participation in exhibitions and trade fairs;
- ► To represent foreign firms before Czechoslovak authorities and to ensure compliance with the country's legal regulations; and
- ► To perform other activities directly and indirectly connected with trade representation.

The new association has been formed on the basis of a decree by the Ministry of Foreign Trade dated July 29, 1968.

The address of the new foreign trade organization is: ZENIT, Na Mustku 11, Prague 1, Czechoslovakia.

Another new stock corporation has been set up to represent foreign firms in Czechoslovakia and facilitate the importation of machinery and equipment for domestic industry. This corporation, PHOENIX PRAHA, was formed on the initiative of STROJEXPORT, a foreign trade corporation for the export and import of machinery and industrial equipment, and is owned jointly by the Czechoslovak Commercial Bank, STROJEXPORT and several other enterprises.

PHOENIX PRAHA will also engage in promotional, technical, advisory, and service activities. It reportedly plans to accept representation from leading firms in the engineering field and will concentrate on the product lines normally imported into Czechoslovakia through STROJEXPORT. Its address is: Vaclavske nam 56, Prague 1.

In addition, on Dec. 28, the Ministry of Foreign Trade extended permission to the following enterprises to engage directly in foreign trade: Koh-i-noor, Ceske Budejovice (equipment for the garment industry); Omnia, Bratislava (consumer durables); Ceskoslovenske Hudebni Nastroje, Hradec Kralove (musical instruments); Sigma, Olomouc (pumps, armatures); Chirana, Stara Tura (medical equipment); Zavody Silnoproude Elektrotechniky, Prague (electrical engineering); Triga, Horni Pocernice (enterprise for local economy).

Australia studies further protection for chemicals

The Australian Minister for Trade and Industry has referred to the Tariff Board the question of whether further protection should be accorded certain Australian industrial chemicals and products, including nitrogenous fertilizers and synthetic resins. Most of the items under review are already dutiable at over 40% ad valorem under the general rate applicable to imports from the United States. Other chemical products, such as nitrogenous fertilizers, receive assistance through bounty payments.

The United States is a significant supplier of goods falling within the affected categories. During the 1966-67 fiscal year, imports from the United States were valued at approximately $5.6 million, over a third of Australian imports of these products.

U.S. exporters may submit evidence to the Tariff Board through their agents in Australia. A list of affected products along with Australian imports from the United States may be obtained from the Far Eastern Division, (892), Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Canada drops some dumping penalties

Automotive products, goods subject to excise are chief affected items

Canada has exempted some products from dumping penalties.

Pharmaceutical products of a kind not made or produced in Canada; automobiles, motor trucks, ambulances, hearses; and goods of a class subject to excise tax under the Excise Act, namely beer, malt syrups, brandy, raw leaf tobacco, cigars and cigarettes, have been declared exempt from the application of dumping duty penalties on importation into Canada. This exemption took effect on Jan. 1 under orders published in the official *Canada Gazette* of Jan. 10.

Pharmaceuticals defined

Pharmaceutical products include those used for humans and for animals. They are deemed to be of a kind not made or produced in Canada where goods of that kind made or produced in Canada are not offered for sale to the ordinary agencies of wholesale or retail distribution or are not offered to all purchasers on equal terms under like conditions, having regard to the custom and usage of trade. They are also not deemed to be of a kind made or produced in Canada unless Canadian domestic production is sufficient to supply 10% of the normal Canadian consumption.

The exemption for automobiles and commercial vehicles applies to those vehicles entering Canada duty-free under the provisions of the U.S.-Canada Automotive Products Agreement or to any such vehicles for which import duties are remitted under any Order of the Governor-in-Council.

Canadians publicize U.S. joint venture, licensing proposals

Industry Dept. bulletin goes to 3,500 interested manufacturers

The Canadian Government, through its Department of Industry, provides a complimentary service to American companies interested in having their products manufactured in Canada under either a licensing or joint venture arrangement. The monthly *New Products Bulletin* contains information about foreign firms that wish to have their products manufactured and marketed by Canadian companies.

The Bulletin is mailed directly to approximately 3,500 Canadian manufacturers who have expressed an interest in diversification and expansion. In addition, items appearing in the Bulletin are republished in the country's leading financial and trade publications and receive wide exposure in Canada's secondary manufacturing sector.

Inquirers contacting the Department of Industry to request additional information on specific offers, such as the name and address of the offering company, are screened to determine that their interest is sincere and that they can provide the facilities to make the products involved.

American companies wishing to take advantage of this service should complete a Product History Form. This form, when completed and returned, is forwarded by the Department of Industry to prospective Canadian licensees to provide them with a description of the product or process, the type of arrangement proposed, the extent of marketing rights, current production and sales volume, facilities required of the Canadian partner, and patent information.

Copies of the Product History Form and additional information concerning the New Products Bulletin service may be obtained from the Canadian Consulate in your area or by writing directly to K. E. Hacker, Industry Consultation Division, Information and Promotion Branch, Department of Industry, Ottawa, Canada.

Royal Dutch Shell grant aids OECD research center

The Organization for Economic Cooperation and Development has accepted a $750,000 grant from the Royal-Dutch Shell group of companies to aid its Center for Educational Research and Innovation. The Center was established last June with the aid of a $1 million grant from the Ford Foundation to finance a program for major reforms needed in education systems of OECD member countries.

Official assesses trade balance decline

The nation's favorable trade balance declined to $726 million in 1968 from $4,122 million the year before, according to William H. Chartener, Assistant Secretary of Commerce for Economic Affairs.

Exports for 1968 were valued at $33,840 million, an increase of about 9% over calendar year 1967. General imports totaled $33,114 million, an increase of 23% over 1967.

"It appears unlikely that much more than one-fifth of the deterioration in the trade balance in 1968 could be attributed to strikes and the threats of strikes," Chartener says. "Most of the remaining four-fifths of the deterioration may be attributed to the acceleration of import demand in a period of high economic activity and inflation." Imports as a percent of gross national product reached 3.8% last year, the highest in the post-war period, he points out. The 1967 percentage was 3.4% and the average ratio in the decade of the 1950's, 3%.

"The exceptionally large rise in imports in 1968 was reflected in almost all major categories of imports," Chartener adds. Industrial supplies and materials accounted for 36% of the total dollar gain. Consumer goods imports expanded rapidly, increasing 40% from their 1967 level.

The 1968 trade patterns continued to show the strength of traditional U.S. export categories such as chemicals and capital goods—particularly aircraft and parts, he says.

U.S. foreign trade, 1968, will be analyzed by the Commerce Department's International Trade Analysis Division in a forthcoming issue of *International Commerce*.

Germany has import quota for Oregon grass seed

Germany has opened a quota on the importation of fescue grass seed from Oregon (the seed of Festuca rubra L commutata). Licenses will be granted for seed certified by an agency in the area covered by the German Seed Act or by an agency according to the Equal Treatment Regulation (see below). Applications may be filed until June 25 unless the undisclosed quota is filled beforehand. Licenses remain valid until June 30.

Only seed produced in Oregon is eligible for importaton. The seed containers must be labeled with a brown tag and closed in such a manner that, when opened, the closure is damaged and unable to be used again. Containers must be labeled with at least the following information: kind, category, date of closing, weight of package and number of admission. The origin may be certified by an informal statement and worded somewhat as follows: "The seed with the label Nos. - - - was produced in Oregon". The statement could be made on the tag.

The following agencies in the United States are authorized to make certifications: California Crop Improvement Assn., Idaho Crop Improvement Assn., Illinois Crop Improvement Assn., Iowa Crop Improvement Assn., Minnesota Crop Improvement Assn., Nevada Department of Agriculture, Oregon State University Extension Center, Washington State Department of Agriculture, and Wisconsin Crop Improvement Assn.

Spain raises steel import quota; scraps some duties

The Spanish Ministry of Commerce announced on Dec. 31 that the import quota for steel products through June 30 had been increased to 965,000 metric tons.

The following items may be imported duty-free: 65,000 tons of cast products, 190,000 tons of steel ingots, 100,000 tons of steel rods, 80,000 tons of slabs and 300,000 tons of blooms of more than one-half ton (all quantities in metric tons).

A 40,000-ton limit is set on other types of blooms and 60,000 tons of cold rolled sheet may be imported at 14% and 15% ad valorem.

The quota for coils and sheets has been increased from 100,000 to 130,000 tons.

Cyprus firm wants to broaden activities

A Cypriot manufacturer of household cleansing products, aerosol insecticides, cosmetics, and certain food products such as jellies and jams seeks the collaboration of a U.S. firm in a joint venture to expand its present production and marketing facilities.

Eureka is a young, aggressive, market oriented private manufacturing and marketing company operating in Greece and Cyprus. Its combined annual sales of about $750,000 are quite large by local standards.

The firm is willing to consider participation in the form of machinery and equipment and would welcome technical knowhow accompanied by the appointment of technical experts. In return for such participation the firm offers the investor up to 30% of the increased equity and managerial positions excluding that of the top executive.

Write: Eureka Ltd., P.O. Box 277, Famagusta, Cyprus. WTD.

British firm wants to make sound powered telephones

License to manufacture and distribute sound powered telephones sought by British producer of telecommunications equipment for railways, special system telephones for marine use, and alarm and security systems.

Write: T. & S. (Electronic Developments) Ltd., 308a Station Road, Harrow, Middlesex, England. WTD.

Mining ventures proposed by two Turkish companies

- A Turkish company with considerable experience in chromite mining is seeking a joint venture to exploit its chromite properties in the Kopdag area of the country.

The firm is in need of working capital and, depending on offers received, is prepared to offer majority control to an American partner.

A report on the Kopdag chromite deposits, prepared by an independent mining engineer, is available from the Turkish group.

Write: Mr. Oguz Akal, Pres., Ararat Ticaret, Balyoz Sokak 5/3, Beyoglu, Istanbul, Turkey. WTD.★

- A Turkish company holding a number of mercury, lead, copper, and zinc concessions in Southwestern Turkey is seeking an American partner to assist in the development of mercury mines located at Karaburun and Banaz.

It is proposed that the Turkish company supply local financing while the U.S. company would provide roasting furnaces and the necessary auxiliary equipment.

Write: Osman Tascioglu Muessesesi, Karakoy Palas 6th Floor No. 15, Istanbul, Turkey. WTD.★

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Ecuadoran wants license to make farm machinery

Licensing or joint venture agreement to manufacture planting and seeding machinery including plows, listers and harrows sought by Ecuadoran businessman.

Write: Mr. Jaime Chiriboga Valenzuela, P.O. Box 436, Guyaquil, Ecuador. WTD.

Swiss firms seek to expand activities

Three Swiss firms are interested in licensing arrangements with U.S. companies to produce items related to their specific fields.

- A prominent Swiss manufacturer and distributor of small thermic housewares seeks to produce small cordless housewares under license from a U.S. firm.

Established in 1931, the Swiss firm currently employs 432 and has annual sales of $3.2 million.

Its distribution network of 5,000 wholesalers and retailers in Switzerland would be used for marketing the new line of appliance. The firm manufactures coffeemakers, toasters, mixers, irons, plate warmers and similar thermic appliances.

Write: Mr. H. Koch, Sales Dept. Jura Elektroapparate-Fabriken, L. Henzirohs AG, 4626 Niederbuchsiten-Olten, Switzerland. WTD.

- A reputable and long established printer and manufacturer of paperboard packages seeks to introduce U.S. packaging systems and to exchange knowhow in packaging techniques with U.S. packagers.

The Swiss firm was established in 1887 and specializes in the manufacture of folding, drawing, set-up and other boxes and wrappers for the food, pharmaceutical, tobacco and other consumer goods industries; of liquid, air, grease, steam and flavor tight packages and of containers for frozen foods; and in display advertising, printing and stamping.

It employs 300, including 3 traveling salesmen and artists in its own creation studio, and operates from modern premises with the latest packaging, litho and offset printing machinery in the center of Bern.

Write: Steiger AG, Museumstrasse 10, 3000 Bern, Switzerland. WTD.

- A medium sized manufacturer of plastic packaging products seeks newly developed methods and procedures in this field. This firm, which employs 70, produces plastic liquid containers of all types (up to 70 gallons capacity) and protective shipping pads made from foamed plastic.

Write: Siebenhaar, AG, Grossacker, 8634 Hombrechtikon, Switzerland. WTD.

UN approves 123 projects

Record number of new development programs submitted, authorized at January session

The Administrator of the United Nations Development Program submitted 104 new projects and 19 supplementary earmarkings to the program's Governing Council for approval at its recently completed seventh session. The Governing Council approved the projects as submitted and authorized the earmarkings of each project as recommended by the Administrator.

This is the largest number of projects approved at a single session in the history of the UNDP. The estimated total cost of the projects approved in this session is about $222 million. Of this amount the Governing Council will contribute $95 million. The remainder, approximately $127 million, is to be contributed by the recipient governments.

Projects approved at this session include many large-scale pre-investment projects involving the training of specialists in research and economic planning in agriculture, industry, public utilities, housing, health and sanitation education, building and physical planning, social welfare, public administration and other economic services; mineral, water, land, fishery and various natural resources surveys.

Part of the UNDP earmarkings will be used by the executing agencies to provide the needed experts and equipment for the various projects.

Summaries providing pertinent background data for each of the projects listed are available to U.S. firms upon request from: J. L. Malone, International Liaison and Trade Opportunities Staff, BDSA 541, U.S. Department of Commerce, Washington, D.C. 20230. The inquirer should include in each request the project number, country and title of the project desired, such as DP/SF/R.7/Add. 1—Afghanistan —Assistance to the Afghan Air Authority.

The following are the projects listed by number, country, title, responsible executing agency and estimated total cost.

DP/SF/R.7/Add. 1—AFGHANISTAN: **Assistance to the Afghan Air Authority:** International Civil Aviation Organization (ICAO). $3,005,900.

DP/SF/R.7/Add. 2—AFGHANISTAN: **Supplementary assistance to training and demonstration in animal health and animal husbandry:** Food and Agriculture Organization (FAO). $864,100.

DP/SF/R.7/Add. 3—ALGERIA: **Development of pasture lands and fodder crops, Silakhdad and Bousaada-Djelfa areas:** FAO. $6,228,500.

DP/SF/R.7/Add. 4—ALGERIA: **Hydrometeorological Institute for Training and Research:** World Meteorological Organization (WMO). $4,142,700.

DP/SF/R.7/Add. 5—ALGERIA: **Supplementary assistance to Technical Service and Instructor Training Center for Adult Vocational Training,** Algiers: International Labor Organization (ILO). $2,618,500.

DP/SF/R.7/Add. 6—BOLIVIA: **Feasibility study and demonstration of agro-industrial development** in the Abapo-Izozog region: FAO. $2,659,100.

DP/SF/R.7/Add. 7—BRAZIL: **Agricultural education and research** at the Federal University of Santa Maria, Rio Grande do Sul: FAO. $6,600,900.

DP/SF/R.7/Add. 8—BRAZIL: **Increase and development of wheat production:** FAO. $2,723,100.

DP/SF/R.7/Add. 9—BURUNDI: **Integrated rural development project:** FAO. $1,783,100.

DP/SF/R.7/Add. 10—CAMEROON: **Center of Assistance to Small Industries,** Douala: ILO. $689,300.

DP/SF/R.7/Add. 11—CAMEROON: **University Center for Health Sciences:** World Health Organization (WHO). $1,118,-100.

DP/SF/R.7/Add. 12—CAMEROON: **Statistics Training Institute:** The United Nations (UN). $785,900.

DP/SF/R.7/Add. 13—CENTRAL AFRICAN REPUBLIC: **Rinderpest and rinderpest-like diseases survey and control,** Mdele: FAO. $115,400.

DP/SF/R.7/Add. 14—CENTRAL AFRICAN REPUBLIC: **Sanitation and drainage,** Bangui: WHO. $664,000.

DP/SF/R.7/Add. 15—CEYLON: **Agrarian Research and Training Institute,** Peredeniya: FAO. $1,525,600.

DP/SF/R.7/Add. 16—CHILE: **Development of the services and facilities for civil aviation:** ICAO. $3,436,000.

DP/SF/R.7/Add. 17—CHILE: **Establishment of an in-plant training scheme:** ILO. $2,465,500.

DP/SF/R.7/Add. 18—CHILE: **Metalworking Industry Testing Center,** Santiago: The United Nations Industrial Development Organization (UNIDO). $1,405,400.

DP/SF/R.7/Add. 19—CHINA (TAIWAN): **Swine Science Institute,** Tapu: FAO. $2,292,700.

DP/SF/R.7/Add. 20—COLOMBIA: **Institutes of General and Financial Administration,** Bogota (Phase II): UN. $780,000.

DP/SF/R.7/Add. 21—CONGO (DEMOCRATIC REPUBLIC OF): **Assistance to Yangambi Agronomic Center to restore and promote agricultural production:** FAO. $2,-165,600.

DP/SF/R.7/Add. 22—CONGO (DEMOCRATIC REPUBLIC OF): **National Highway Administration:** The International Bank for Reconstruction and Development (IBRD). $1,997,500.

DP/SF/R.7/Add. 23—CONGO (DEMOCRATIC REPUBLIC OF): **Promotion of agricultural production** in the Ruzizi Plain: FAO. $883,100.

DP/SF/R.7/Add. 24—CONGO (DEMOCRATIC REPUBLIC OF): **River transport study:** IBRD. $848,600.

DP/SF/R.7/Add. 25—CUBA: **Forestry Research and Training Center:** FAO. $2,-626,800.

DP/SF/R.7/Add. 26—CYPRUS: **Supplementary assistance for vocational training and management development,** Nicosia: ILO. $904,400.

DP/SF/R.7/Add. 27—CYPRUS: **Strengthening of veterinary services:** FAO. $908,400.

DP/SF/R.7/Add. 28—DOMINICAN REPUBLIC: **Crops diversification and increased production,** Cibao Valley: FAO. $2,155,000.

DP/SF/R.7/Add. 29—ECUADOR: **Industrial vocational training program:** ILO. $1,132,500.

DP/SF/R.7/Add. 30—ECUADOR: **Supplementary assistance to the Mechanical Engineering Department, National Polytechnic School,** Quito: The United Nations Educational, Scientific and Cultural Organization (UNESCO). $525,100.

DP/SF/R.7/Add. 31—ETHIOPIA: **Supplementary assistance in strengthening the Awash Valley Authority:** FAO. $139,800.

DP/SF/R.7/Add. 32—FRANCE (NEW CALEDONIA): **Training of mechanics for marine diesel engines and other related equipment:** ILO. $613,700.

DP/SF/R.7/Add. 33—GHANA: **Assistance to the Ghana Industrial Holding Corporation:** UNIDO. $1,605,600.

DP/SF/R.7/Add. 34—GREECE: **Research on the control of olive pests and diseases** in Athens, Crete and Corfu: FAO. $2,327,100.

DP/SF/R.7/Add. 35—GUATEMALA: **Secondary School Teacher Training College,** Guatemala City: UNESCO. $5,799,700.

DP/SF/R.7/Add. 36—GUINEA: **Rural Polytechnic Teacher Training College:** ILO. $3,773,000.

DP/SF/R.7/Add. 37—HONDURAS: **Investigation of mineral resources** in selected areas: UN. $957,900.

DP/SF/R.7/Add. 38—INDIA: **Farmer training and functional literacy:** FAO. $7,-297,400.

DP/SF/R.7/Add. 39—INDIA: **Supplementary assistance to the national apprenticeship scheme:** ILO. $1,471,800.

DP/SF/R.7/Add. 40—INDIA: **Pelagic**

fishery investigation on the southwest coast: FAO. $2,950,800.

DP/SF/R.7/Add. 41—INDIA: **Supplementary assistance to the Power Engineering Research Organization,** Bhopal: UNESCO. $335,300.

DP/SF/R.7/Add. 42—INDONESIA: **Aerial photography experimental project:** FAO. $321,600.

DP/SF/R.7/Add. 43—INDONESIA: **Highway assistance and transport coordination study:** IBAD. $3,965,000.

DP/SF/R.7/Add. 44—INDONESIA: **Offshore exploration for tin and tin ore-dressing research:** UN. $2,334,800.

DP/SF/R.7/Add. 45—IRAN: **Institute for Hydro-Science and Water Resources Technology:** UNESCO. $255,300.

DP/SF/R.7/Add. 46—IRAN: **Management development and supervisory training in provincial centers:** ILO. $1,565,500.

DP/SF/R.7/Add. 47—IRAN: **Supplementary assistance to the establishment of the Industrial Estate, Ahwaz, and the development of small-scale industries:** UNIDO. $1,232,900.

DP/SF/R.7/Add. 48—IRAQ: **College of Agriculture,** Mosul University: FAO. $4,683,600.

DP/SF/R.7/Add. 49—IRAQ: **Institute of Agricultural Technology,** University of Baghdad: FAO. $4,363,700.

DP/SF/R.7/Add. 50—IRAQ: **National Industrial vocational training program:** ILO. $402,500.

DP/SF/R.7/Add. 51—ISRAEL: **National Science Teaching Center:** UNESCO. $937,500.

DP/SF/R.7/Add. 52—IVORY COAST: **Assistance to the Cartographic Service:** UN. $1,259,500.

DP/SF/R.7/Add. 53—IVORY COAST: **Program of training for primary school teachers,** Bouake: UNESCO. $6,866,000.

DP/SF/R.7/Add. 54—IVORY COAST: **Supplementary assistance to the Secondary School Teacher Training Institute,** Abidjan: UNESCO. $96,000.

DP/SF/R.7/Add. 55—JAMAICA: **National industrial vocational training program:** ILO. $1,058,300.

DP/SF/R.7/Add. 56—JAMAICA: **Supplementary assistance to the Survey Department:** UN. $418,400.

DP/SF/R.7/Add. 57—JORDAN: **Dryland farming:** FAO. $1,330,600.

DP/SF/R.7/Add. 58—KENYA: **Supplementary assistance to the Faculty of Engineering,** University College, Nairobi: UNESCO. $3,479,500.

DP/SF/R.7/Add. 59—LESOTHO: **Feasibility study of the Oxbow Complex:** IBRD. $2,226,500.

DP/SF/R.7/Add. 60—LIBERIA: **College of Agriculture and Forestry, Monrovia:** FAO. $3,054,200.

DP/SF/R.7/Add. 61—LIBERIA: **Mineral survey in the central and western regions:** UN. $1,323,400.

DP/SF/R.7/Add. 62—LIBERIA: **Supplementary assistance to the Department of Planning and Economic Affairs:** UN. $639,900.

DP/SF/R.7/Add. 63—MALAGASY REPUBLIC: **Work-oriented literacy pilot project:** UNESCO. $2,040,300.

DP/SF/R.7/Add. 64—MALAGASY REPUBLIC: **A study of ports for the Northwest and at Maroantsetra:** IBRD. $892,900.

DP/SF/R.7/Add. 65—MALAWI: **Fishermen's training project:** FAO. $525,200.

DP/SF/R.7/Add. 66—MALAYSIA: **In-**

UN, 75 lands combine on 162 pre-investment works

Governments of 75 developing countries in Africa, the Americas, Asia and Europe, jointly with the United Nations, are carrying out 162 large-scale projects designed to speed use of natural resources, aid in planning of over-all growth, improve urban and rural conditions, expand basic services, and train specialized manpower.

The activities are among a total of 925 pre-investment projects for which financial aid is being supplied by the United Nations Development Program (UNDP) —an operation involving the UN itself and other related organizations—whose work is supported by voluntary contributions.

On completion, the 925 projects will have cost an estimated sum of $2,226,000,000. Of this total, the participating Governments' contributions amount to the equivalent of $1,317,499,500 and the UNDP earmarkings, $908,659,287. The 925 projects include 866 in 105 individual countries and territories, 58 classified as regional (serving two or more territories) and one as inter-regional.

Of the 162 projects assigned to the UN for execution—through its Department of Economic and Social Affairs—the largest group (120) is in the field of natural resources and transport. These include 56 projects for mineral resources, 42 for water resources, 11 for energy development, 7 for transport development, and 4 for mapping and surveys. There are 11 projects in the field of development planning; 15 in housing, urban, physical and regional planning; 10 in public administration; 2 in statistics; 2, industrial research; 1, population; 1, social development.

The 162 United Nations-executed projects have a total value of $332,542,395, of which the UNDP earmarking is $168,780,495 and the counterpart Government contributions amount to the equivalent of $163,761,900. Most of the projects have a duration of three to five years.

Of the 162 projects, 139 are in 75 individual countries and territories, and 23 are regional—10 in Africa, 7 in Asia and 6 in the Americas.

As the various pre-investment projects are approved by the UNDP's Governing Council at semi-annual sessions, each is assigned, for execution, to one of the participating organizations, which in appropriate circumstances may associate other participating agencies with it. The 925 projects approved so far by the UNDP have been assigned to participating bodies as follows: United Nations (UN), 162; International Labor Organization (ILO), 111; Food and Agriculture Organization (FAO), 365; United Nations Educational, Scientific and Cultural Organization (UNESCO), 127; World Health Organization (WHO), 24; International Bank of Reconstruction and Development (IBRD), 48; International Civil Aviation Organization (ICAO), 11; International Telecommunications Union (ITU), 26; World Meteorological Organization (WMO), 18; International Atomic Energy Agency (IAEA), 5; United Nations Industrial Development Organization (UNIDO), 26; Inter-American Development Bank (IDB), 1; and African Development Bank (ADB), 1.

The UNDP was formed, effective Jan. 1, 1966, through a merger of two previous operations—the United Nations Special Fund, established in 1959, and the Expanded Programme of Technical Assistance, established in 1950.

In addition to helping finance large-scale pre-investment projects under its so-called Special Fund Component, the UNDP provides support for smaller-scale activities under its technical assistance component. Under the latter, a total of some $530 million spent so far has enabled 43,000 technicians of more than 100 nationalities to aid approximately 150 countries and territories; more than 46,000 fellowships have been awarded for advanced study; and equipment worth $163 million has been supplied.

Firms may contact the Director of Economic and Social Affairs, United Nations Headquarters, New York, New York 10017, for information concerning the above-mentioned projects.

dustrial and trade instructor training program: ILO. $2,238,700.

DP/SF/R.7/Add. 67—MALI: **Assistance to state-owned enterprises:** UNIDO. $1,023,-900.

DP/SF/R.7/Add. 68—MALI: **Supplementary assistance to the Secondary School Teacher Training Institute:** UNESCO. $559,-700.

DP/SF/R.7/Add. 69—MAURITANIA: **Strengthening of the Geological Service and mineral exploration:** UN. $416,300.

DP/SF/R.7/Add. 70—MAURITANIA: **Studies for the development of the Gorgol Valley:** FAO. $1,244,700.

DP/SF/R.7/Add. 71—MEXICO: **Regional development of the Lerma Zone:** UN. $1,791,800.

DP/SF/R.7/Add. 72—MOROCCO: **Water supply study:** WHO. $1,930,900.

DP/SF/R.7/Add. 73—MOROCCO: **Supplementary assistance for selected feasibility studies in the Sebou Basin and Western Rif region:** FAO. $552,600.

DP/SF/R.7/Add. 74—MOROCCO: **Supplementary assistance to the Secondary School Teacher Training Institute,** Rabat: UNESCO. $3,462,900.

DP/SF/R.7/Add. 75—NEPAL: **Forest development:** FAO. $1,359,400.

DP/SF/R.7/Add. 76—NEPAL: **Road feasibility studies:** UN. $1,106,000.

DP/SF/R.7/Add. 77—NIGERIA: **Pilot project for rural employment promotion in the Western State:** ILO. $1,022,900.

DP/SF/R.7/Add. 78—NIGERIA: **Supplementary assistance to the Secondary School Teacher Training College,** Zaria: UNESCO. $603,300.

DP/SF/R.7/Add. 79—PAKISTAN: **Assistance to the East Pakistan Water and Power Development Authority:** IBRD. $2,319,500.

DP/SF/R.7/Add. 80—PAKISTAN: **Center for the Organization and Development of the Jute Industry,** Dacca: UNIDO. $1,-080,000.

DP/SF/R.7/Add. 81—PAKISTAN: **Strengthening of the West Pakistan Veterinary Research Institute,** Lahore: FAO. $1,-610,200.

DP/SF/R.7/Add. 82—PAKISTAN: **Poultry Production Institute,** Malir: FAO. $2,-505,000.

DP/SF/R.7/Add. 83—PANAMA: **Mineral survey** (Phase II): UN. $1,129,500.

DP/SF/R.7/Add. 84—PARAGUAY: **Investigation of groundwater resources** in central and northwestern Chaco: UN. $1,561,-700.

DP/SF/R.7/Add. 85—PERU: **Fish marketing and utilization project:** FAO. $2,486,-500.

DP/SF/R.7/Add. 86—PERU: **Supplementary assistance to forestry research and training:** FAO. $621,700.

DP/SF/R.7/Add. 87—PHILIPPINES: **National industrial vocational training program:** ILO. $1,824,400.

DP/SF/R.7/Add. 88—RWANDA: **Mineral survey:** UN. $1,644,200.

DP/SF/R.7/Add. 89—SAUDI ARABIA: **Regional and national physical planning:** UN. $2,118,600.

DP/SF/R.7/Add. 90—SIERRA LEONE: **Strengthening of the Sierra Leone Electricity Corporation:** UN. $781,400.

DP/SF/R.7/Add. 91—SINGAPORE: **Expansion of the Hotel and Catering Center:** ILO. $1,018,700.

DP/SF/R.7/Add. 92—SOMALIA: **Supplementary assistance to highway development program:** IBRD. $489,000.

DP/SF/R.7/Add. 93—SPAIN: **Pilot project of groundwater utilization for agricultural development in the Guadalquivir River Basin** (Phase II): FAO. $2,454,400.

DP/SF/R.7/Add. 94—SYRIAN ARAB REPUBLIC: **Institute for Rural and Cooperative Development,** Aleppo: FAO. $2,058,-700.

DP/SF/R.7/Add. 95—SYRIAN ARAB REPUBLIC: **Strengthening of the Tobacco Institute and Research Center** at Jub-Hassan: FAO. $1,111,700.

DP/SF/R.7/Add. 96—SYRIAN ARAB REPUBLIC: **Training program for the Directorate of Bridges and Roads:** ILO. $1,-209,400.

DP/SF/R.7/Add. 97—TANZANIA (UNITED REPUBLIC OF): **Improvement of tick control methods,** Mwanza: FAO. $872,100.

DP/SF/R.7/Add. 98—TANZANIA (UNITED REPUBLIC OF): **Supplementary assistance to Industrial Studies and Development Center,** Dar es Salaam: UNIDO. $636,600.

DP/SF/R.7/Add. 99—THAILAND: **National service for technical skill promotion and job-entry training for industry:** ILO. $3,636,500.

DP/SF/R.7/Add. 100—TOGO: **Assistance to the Development Agency of the Kara region:** FAO. $2,274,500.

DP/SF/R.7/Add. 101—TRINIDAD AND TOBAGO: **Caribbean Industrial Research Institute,** Port of Spain: UNIDO. $1,606,900.

DP/SF/R.7/Add. 102—TUNISIA: **Intensification of groundwater exploitation** in northern and central Tunisia: FAO. $940,-300.

DP/SF/R.7/Add. 103—TUNISIA: **Center for the Development of Prototype Tools,** Sousse: UNIDO. $1,427,600.

DP/SF/R.7/Add. 104—TUNISIA: **North African College of Agricultural Engineering,** Madjez-el-Bab: FAO. $1,393,800.

DP/SF/R.7/Add. 105—TUNISIA: **Institute for the Training of Personnel for the Hotel and Tourist Industries,** Monastir: ILO. $3,144,800.

DP/SF/R.7/Add. 106—TUNISIA: **Human resources development and employment promotion:** ILO. $1,472,500.

DP/SF/R.7/Add. 107—TURKEY: **Assistance to the Foot-and-Mouth Disease Institute, Ankara, for the production of vaccine and the training of personnel:** FAO. $1,-100,300.

DP/SF/R.7/Add. 108—TURKEY: **Mineral exploration in two areas:** UN. $3,719,-700.

DP/SF/R.7/Add. 109—UGANDA: **Institute of Statistics and Applied Economics:** UN. $2,030,200.

DP/SF/R.7/Add. 110—UNITED KINGDOM (SOLOMON ISLANDS, PROTECTORATE): **Marine engineering and trade training programs:** ILO. $968,600.

DP/SF/R.7/Add. 111—UPPER VOLTA: **Hydrological and railway studies in connection with mineral development in the Northeast:** UN. $1,635,800.

DP/SF/R.7/Add. 112—URUGUAY: **Productivity center:** ILO. $836,700.

DP/SF/R.7/Add. 113—WESTERN SAMOA: **Agricultural development:** FAO. $1,254,500.

DP/SF/R.7/Add. 114—YUGOSLAVIA: **Development of forestry and forest industries:** FAO. $2,314,200.

DP/SF/R.7/Add. 115—ZAMBIA (REPUBLIC OF): **National Food and Nutrition Commission,** Lusaka: FAO. $1,217,500.

DP/SF/R.7/Add. 116—REGIONAL (BOTSWANA, LESOTHO, SWAZILAND): **Regional science teacher training program** of the University of Botswana, Lesotho and Swaziland: UNESCO. $957,500.

DP/SF/R.7/Add. 117—REGIONAL (AFRICA): **Research on African migratory locusts:** FAO. $1,181,500.

DP/SF/R.7/Add. 118—REGIONAL (COLOMBIA AND VENEZUELA): **Development and integration of the Guajira Peninsula:** UN. $2,230,200.

DP/SF/R.7/Add. 119—REGIONAL (BOLIVIA, ECUADOR, PERU): **Modernization of rural life in the Andes:** ILO. $697,100.

DP/SF/R.7/Add. 120—REGIONAL (SOUTHEAST ASIA): **Asian Institute for Training and Research in Statistics:** UN. $1,200,100.

DP/SF/R.7/Add. 121—REGIONAL (SOUTH PACIFIC): **Fisheries Development Agency:** FAO. $887,700.

DP/SF/R.7/Add. 122—REGIONAL (MID-EAST): **Higher Arab Postal Institute,** Damascus: Universal Postal Union (UPU). $1,750,100.

DP/SF/R.7/Add. 123—SAUDI ARABIA: **Center for Training and Applied Research in Community Development:** UN. $3,640,-800.

Equipment bids sought on communication needs

The Greek Ministry of Commerce, State Purchases Directorate D, has issued Tender No. 4/696/68, for the supply and installation of radio communications equipment.

Bid deadline is Feb. 26.

Bid should offer quotations for thirty mobile VHF/FM transceivers, four channels, ten to twenty-five watts output; one hundred and fifty portable VHF/FM transceivers, two channels, not less than one watt output; seventy VHF/FM base station transceivers, four channels forty to sixty watts.

Copies of tender announcement and specifications are available from the Ministry of Commerce, State Purchases Directorate D, 50 Socratous St., Athens, or on a short-term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

Malaysia issues notice to construction bidders

The National Electricity Board, States of Malaya, invites prequalification applications to bid on the construction of pile foundations, substructures and other ancillary works for the installation of two 60 mv units which will form an extension to the present station which is being completed soon.

Application deadline is Feb. 24.

Copies of a document providing a brief description of the contract and instructions for application are available from the Construction and Building Materials Division, U.S. Department of Commerce, BDSA-645, Room 4813, Washington, D.C. 20230.★ (Telephone: 202-967-3602).

Invitations to tender accompanied by a set of tender documents will be sent to firms whose registration forms are approved on or after Apr. 14.

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

JAMAICA—Choice meat for use in hotels. Direct purchase and agency. Hand Arnold (Ja) Ltd. (manufacturers' representative), 154 Marcus Garvey Dr., Box 57, Kingston 11. Attn: Mr. Andrew Hanson. WTD 1/69.

203 Canning preserving food

FRANCE—Preserved Hawaiian pineapples in large containers. Ets. Ungemach (canner), 42 Route de Bischwiller, 67 Schiltigheim. WTD 5/68.

GERMANY—Canned fruits, vegetables, including pineapples, peaches, asparagus. Direct purchase and agency. Friedrich Bohne & Co. GmbH (importer), 29 Friesenstrasse, P.O. Box 1119, 28 Bremen. WTD 1/69.

221 Broad woven fabric mills, cotton

ETHIOPIA—Coarse cotton fabrics, khaki drill and similar. Agency and direct purchase. N. & Jayantilal Tribhovandas (general importer), P.O. Box 627, Addis Ababa. WTD in preparation.

NETHERLANDS—Home furnishing textiles. Dijk & Zoon, Agentuur- en Commissiehandel; F.C.T. van (commission agent), 6a Henri Zagwijnstraat, Amsterdam. WTD 1/69.

222 Broad woven fabric mills, manmade fiber, silk

MAURITIUS—Polyester blends of wool, cotton, worsted, rayon for suitings; remnants, regular piece goods. Catalogs, samples, lowest quotations c.i.f. requested. H. Moosa & Son (Rashid Moosa & Co.) (importer, manufacturers' representative), 30 Louis Pasteur St., P.O. Box 265, Port Louis. WTD 1/69.

NETHERLANDS—Home furnishing textiles. Dijk & Zoon, Agentuur- en Commissiehandel; F.C.T. van (commission agent), 6a Henri Zagwijnstraat, Amsterdam. WTD 1/69.

223 Broad woven fabric mills, wool

NETHERLANDS—Home furnishing textiles. Dijk & Zoon, Agentuur- en Commissiehandel; F.C.T. van (commission agent), 6a Henri Zagwijnstraat, Amsterdam. WTD 1/69.

229 Textile goods

GUYANA—Textiles of all description. I. M. Compton Assanah & Ci. (commission agent, manufacturers' representative, importer), 232 Camp & Middle Sts., Georgetown. WTD 8/68.

SWITZERLAND—Artificial leather for any application. Direct purchase and agency. M. M. Fillistorf (exporter, agent), Molkenstrasse 17, 8004 Zurich. WTD in preparation.

Ladies handbags, made from artificial leather. Direct purchase and agency. Lebrecht (exporter, agent), Badenerstrasse 565, 8048 Zurich. WTD 1/69.

All kinds of artificial leathers for clothing, handbags, purses, similar items. Direct purchase and agency. Benjamin Guberan (exporter, agent), 2bis Ave. Ruchonnet, 1001 Lausanne. WTD in preparation.

Felts, dry filters for paper industry. Direct purchase and agency. Stahag (importer, distributor), Hohlstrasse 489, 8048 Zurich. Attn: Mr. Strub. WTD 1/69.

231 Men's, youths', boys' suits, coats, overcoats

ETHIOPIA—Men's, youths', boys' suits, coats, overcoats. Direct purchase and agency. N. & Jayantilal Tribhovandas (general importer), P.O. Box 627, Addis Ababa. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

ETHIOPIA—Men's, youths', boys' furnishings, work clothing, allied garments. Direct purchase and agency. N. & Jayantilal Tribhovandas (general importer), P.O. Box 627, Addis Ababa. WTD in preparation.

233 Women's, misses', juniors' outerwear

ETHIOPIA—Women's, misses', juniors' outerwear. Direct purchase and agency. N. & Jayantilal Tribhovandas (general importer), P.O. Box 627, Addis Ababa. WTD in preparation.

234 Women's, misses', children's, infants' under garments

ETHIOPIA—Women's, misses', children's, in-

fants' under garments. Direct purchase and agency. N. & Jayantilal Tribhovandas (general importer), P.O. Box 627, Addis Ababa. WTD in preparation.

239 Fabricated textile products

NETHERLANDS—Curtains, draperies; fabrics for camping equipment. Dijk & Zoon, Agentuur- en Commissiehandel; F.C.T. van (commission agent), 6a Henri Zagwijnstraat, Amsterdam. WTD 1/69.

249 Wood products

MALAWI—Wood handles for picks, axes, other hand tools. Catalogs, price lists in £ sterling requested. Paramount Hardware (retailer), Haile Selassie Rd., P.O. Box 809, Blantyre. WTD 1/69.

259 Furniture, fixtures

MALAWI—Curtain rails, rods, brass and chromed, for drapes. Catalogs, prices in £ sterling requested. Paramount Hardware (retailer), Haile Selassie Rd., P.O. Box 809, Blantyre. WTD 1/69.

264 Converted paper, paperboard products

NETHERLANDS—Masking tape for automobile paint spraying industry. Direct purchase and exclusive representation for Netherlands or Benelux countries requested. Solimpex (sales agent, wholesaler, importer), 1 Baafjeslaan, Heiloo. WTD 1/69.

281 Industrial chemicals

BRAZIL—98.5% arsenic trioxide; nickel sulfate; sulfur, bright yellow without tellurium, arsenic, selenium; potassium carbonate; selenium powder; urea (46.0% nitrogen); sodium sulfate; and pentaerythritol technical. Stimpex—Sociedade Internacional de Importacao e Exportacao Ltda. (importer, distributor, retailer), Rua do Carmo, 6 13° andar sala 1301, Rio de Janeiro ZC-00 GB. WTD 12/68.

FRANCE—Phtalic, maleic anhydrides. G. Convert (manufacturer), 12 Rue Voltaire, 01 Oyonnax. WTD 11/68.

282 Synthetic materials

FRANCE—Styrene monomer, propylene glycol. G. Convert (manufacturer), 12 Rue Voltaire, 01 Oyonnax. WTD 11/68.

MALAYSIA—Plastics materials; aerylic, polystyrene. Star Art Sendirian Berhad (importer, manufacturer), 11 Jalan 19/1 Section 13, P.O. Box 974, Petaling Jaya, Selangor. WTD 1/69.

SWITZERLAND—All kinds of plastic sheets. Direct purchase and agency. Benjamin Guberan (exporter, agent), 2bis Ave. Ruchonnet, 1001 Lausanne. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ETHIOPIA—Cosmetics. Agency and direct purchase. N. & Jayantilal Tribhovandas (general importer), P.O. Box 627, Addis Ababa. WTD in preparation.

NETHERLANDS—Body fillers, chemical rubbing compounds, rubbing cloth for automobile paint spraying industry. Direct purchase and exclusive representation for Netherlands or Benelux countries requested. Solimpex (sales agent, wholesaler, importer), 1 Baafjeslaan, Heiloo. WTD 1/69.

SWITZERLAND—All kinds of cosmetics. Direct purchase and agency. M. M. Fillistorf (exporter, agent), Molkenstrasse 17, 8004 Zurich. WTD in preparation.

286 Gum, wood chemicals

BRAZIL—Pine oil. Stimpex—Sociedade Internacional de Importacao e Exportacao Ltda. (importer, distributor, retailer), Rua do Carmo, 6 13° andar sala 1301, Rio de Janeiro, ZC-00 GB. WTD 12/68.

287 Agricultural chemicals

AFGHANISTAN—Agricultural pesticides. Requests price quotations c.i.f. Karachi, insurance up to Kabul. Afghan International Trade Agency (importer, exporter, indent agent), P.O. Box No. 95, Kabul. WTD 5/68.

● **ZAMBIA**—Pesticides and Herbicides (quantities to be advised), Aldrin dust 2½%; D.D.T. granules 5%; D.D.T. dust 2½%; D.D.T., 75% W.P. Dieldrin, 50% W.P., Thiram (50% by wgt. for seed dressing); Thiram, 80% W.P., Carbaryl, 85% W.P., Dimethoate, 40% E.C., Mancozebs 80% W.P.; Zineb 75% W.P.; Malathion 25% W.P.; Dicofol 50% E.C.; Copper oxychloride (50% copper); Atrazine, Simazine, Trifluralin, and Fluometuron.

Ports of entry will be either Dar Es Salaam, Beira, or Lobito, tenders must submit quotations for all three routes. Bid deadline Feb. 28. Bids to be submitted to Grain Marketing Board, Lusaka.

Chemicals Division, BDSA-665, U.S. Department of Commerce. Washington, D.C. 20230.★ (Telephone: 202-967-3910).

● Supply of fertilizers, granular mixtures with quantities in short tons, containing percentages of nitrogen (N), phosphorus pentoxide (P_2O_5) and potassium oxide (K_2O) follow: five short tons of (6-8-12), 1760 of (8-16-8), 3750 of (10-20-0), 5 of (6-18-6), 50 of (4-8-15) and 9020 of (19-8-4). Other fertilizers are urea (46%N), quantity unspecified; calcium ammonium nitrate (26%N), 12,500 tons; ammonium sulfate (21%N), 2,000 tons; triple superphosphate (44% P_2O_5), quantity unspecified; gypsum (21.5% calcium), 100 tons, and soluble boron (Solubor) (20.5% boron), 21 tons.

A deposit of 1,000 kwacha (one kwacha equals approximately $1.40) must be submitted by the tenderer. Deposits of the unsuccessful will be returned. Prices quoted must be in Zambian currency on basis of delivery to Zambian rail lines and must include insurance for full delivered value plus 10%.

Ports of entry will be either Dar es Salaam, Beira, or Lobito, and quotations must be for all three routes. Telegraphic tenders not accepted. Bid deadline Feb. 28. Bids to be submitted to Grain Marketing Board, Lusaka. Chemicals Division, BDSA-665; U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Tel.: 202-967-3465).

289 Chemical products

LIBYA—Drilling mud materials, mud thinners, thickeners, purifiers. Direct purchase and agency. Universal Co. for Libyan Development (importer), P.O. Box 2395, Tripoli. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

301 Tires, tubes

GERMANY—New, used tires of all kinds, sizes for passenger cars, trucks, airplanes, agricultural vehicles; complete with rims. Offers c.i.f. German seaport preferred. Direct purchase and agency. Meyer & Bolte G.m.b.H. & Co. (importer, exporter, wholesaler), 2805 Brinkum, Angelse, Postfach 1269. WTD in preparation.

306 Fabricated rubber products

SWITZERLAND—All kinds of articles made from rubber and foam rubber for household, laboratories, industrial application. Direct purchase and agency. M. M. Fillistorf (exporter, agent), Molkenstrasse 17, 8004 Zurich. WTD in preparation.

307 Plastic products

SWITZERLAND—Work gloves from plastic, similar products for industrial, household use. Direct purchase and agency. M. M. Fillistorf (exporter, agent), Molkenstrasse 17, 8004 Zurich. WTD in preparation.

Plastic sheets, plastic parts for shoemaking. Direct purchase and agency. Emil Rutishauser (importer, distributor), Sagestrasse 1, 8280 Kreuzlingen. WTD 1/69.

311 Leather tanning, finishing

SWITZERLAND—All kinds of finished leathers for any applications except industrial. Direct purchase and agency. Benjamin Guberan (exporter, agent), 2bis Ave. Ruchonnet, 1001 Lausanne. WTD in preparation.

313 Boot, shoe cut stock, findings

SWITZERLAND—Boot, shoe cut stock, findings. Direct purchase and agency. Emil Rutishauser (importer, distributor), Sagestrasse 1, 8280 Kreuzlingen. WTD 1/69.

317 Handbags, personal leather goods

SWITZERLAND—All kinds of leather made handbags for ladies. Direct purchase and agency. Lebrecht (exporter, agent), Badenerstrasse 565, 8048 Zurich. WTD 1/69.

319 Leather goods

SWITZERLAND—All kinds of leather cloth. Direct purchase and agency. Lebrecht (exporter, agent), Badenerstrasse 565, 8048 Zurich. WTD 1/69.

321 Flat glass

GERMANY—Flat, insulating, safety glass used in building constructions, any new types of glass recently introduced to U.S. market for building projects. Direct purchase and agency. Hass & Tourbier (retailer, wholesaler, importer), 5 Koeln, 49 Domstr. WTD 12/68.

322 Glass, glassware

ISRAEL—Pressed glass, glassware for kitchen, household use; glass novelties for decalcomania, handpainting applications. Artis (manufacturer, importer, retailer), 12 Hamaayan St., Ramat-Gan. WTD in preparation.

323 Glass products

ISRAEL—Decorated glassware for household use: enameled, silk-screen & decalcomania; glass novelties (ornamented). Artis (manufacturer, importer, retailer), 12 Hamaayan St.,

Ramat-Gan. WTD in preparation.

326 Pottery, related products

JAMAICA—Crockery for hotel industry. Hand Arnold (Ja) Ltd. (manufacturers' representative), 154 Marcus Garvey Drive, Box 57, Kingston 11. Attn: Mr. Andrew Hanson. WTD 1/69.

331 Steel mill products

AUSTRALIA—Stainless steel wire, 16 gauge, drawn and pre-straightened, to be used for making leaders, traces for big game fishing. Samples requested in 30-ft. lengths for testing purposes. Initial orders probably limited with potential for significant sales if quality and costs are competitive. Hank Newman Sports Pty. Ltd. (importer, distributor, retailer), 93 Oxford St., Bondi Junction, Sydney, N.S.W. 2022. WTD in preparation.

MALAWI—Steel nails, roofing nails, galvanized steel piping for plumbing, galvanized pipe fittings. Catalogs, prices in £ sterling, samples requested. Paramount Hardware (retailer), Haile Selassie Rd., P. O. Box 809, Blantyre. WTD 1/69.

SWITZERLAND—Stainless steel, titanum products. Direct purchase and agency. Stahag (importer, distributor), Hohlstrasse 489, 8048 Zurich. Attn: Mr. Aeppli. WTD 1/69.

332 Iron, steel foundries

SWITZERLAND—All kinds of alloy steel castings. Direct purchase and agency. Dipl. Ing. M. Maier & Co. (exporter, agent), Bahnstrasse 60, 8105 Regensdorf. WTD 12/68.

335 Rolling, drawing, extruding of nonferrous metals

MALAWI—Copper pipe and fittings for household, construction use. Price lists, catalogs requested. Paramount Hardware (retailer), Haile Selassie Rd., P.O. Box 809, Blantyre. WTD 1/69.

UAR bid documents

One set of tender specifications and drawings on the United Arab Republic pipeline project between Port Suez and Alexandria (see *International Commerce*, Jan. 27, or *Commerce Business Daily*, Jan. 24) may be inspected in Room 4813, U.S. Dept. of Commerce, Washington, D.C.★ (202-967-3602).

MALAYSIA—Aluminum extensions for luggages; copper strips for fluorescent lampholder contacts. Star Art Sendirian Berhad (importer, manufacturer), 11 Jalan 19/1 Section 13, P.O. Box 974, Petaling Jaya, Selangor. WTD 1/69.

342 Cutlery, hand tools, general hardware

MALAWI—All kinds of hand carpentry, motor maintenance tools; T-hinges; picks, shovels; garden tools; axes. Quote cheaper quality brands, including seconds, close-off lines. Prices in £ sterling, catalogs requested. Paramount Hardware (retailer), Haile Selassie Rd., P.O. Box 809, Blantyre. WTD 1/69.

NETHERLANDS—Mechanics' hand tools saleable to garages, service stations, automotive body repair tools. Direct purchase and exclusive representation for Netherlands or Benelux countries requested. SOLIMPEX (sales agent, wholesaler, importer), 1 Baafjeslaan, Heiloo. WTD 1/69.

343 Heating apparatus, plumbing fixtures

MALAWI—Sinks: stainless steel, pressed metal. Catalogs, prices in £ sterling requested. Paramount Hardware (retailer), Haile Selassie Rd., P.O. Box 809, Blantyre. WTD 1/69.

MALAYSIA—Plumbing fittings; taps, overflow pipes, bath spouts for sanitary ware. Star Art Sendirian Berhad (importer, manufacturer), 11 Jalan 19/1 Section 13, P.O. Box 974, Petaling Jaya, Selangor. WTD 1/69.

345 Screw machine products

MALAWI—Screws, for use in wood. Catalogs, samples, prices in £ sterling requested. Paramount Hardware (retailer), Haile Selassie Rd., P.O. Box 809, Blantyre. WTD 1/69.

349 Fabricated metal products

IVORY COAST—Combination safe lock mechanism. Must be installed by end of April 1969. Quote c.i.f. price for air and sea shipment of 250 locks. Complete specifications required. J. C. Morand, Directeur, Service Ivoire (importer), B.P. 20.473, Abidjan. WTD in preparation.

351 Engines, turbines

GREECE—Small gasoline engines up to four hp for agricultural equipment; small outboard motors from three hp to seven hp. Requests export prices quoted ex-factory. George A. Makris (importer, distributor, agent), 30 Petraki St., Athens 126. WTD 12/68.

352 Farm machinery

AFGHANISTAN—Small farm tractors. Afghan International Trade Agency (importer, exporter, indent agent), P.O. Box No. 95, Kabul. WTD 5/68.

353 Construction, mining, materials handling machinery, equipment

ITALY—Concrete placers-spreaders for road construction. Direct purchase and agency. SO.CO.MI.-Sobrino Commissionaria Macchine Industriali (agent, importer), 8 Via Col di Lana, 00193-Rome. WTD 9/68.

LIBYA—Portable drilling rigs permanently mounted on truck, oil and gas field, rotary rigs, water well and blast hole, derricks, oil and gas field substructures, accessories; construction rock drill bits, portable; percussion rock drill bits. Direct purchase and agency. Universal Co. for Libyan Development (importer), P.O. Box 2395. Tripoli. WTD in preparation.

SWITZERLAND—Heavy duty construction machinery, related equipment. Direct purchase and agency. Intomatic Volketswil AG (importer, distributor), Industriestrasse 16, 8603 Schwerzenbach. WTD 1/69.

354 Metalworking machinery and equipment

● **BURMA**—Gear hobbing machine capable of cutting spur, worms and spiral gears up to 40 inches in diameter; two turret lathes capable of handling up to 60 mm. diameter bar stock; and ten wood planing and sawing machines. Tender No. E39(T)PWC/68-69, bid deadline Feb. 18. Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Road, Rangoon.★ (Telephone: Area Code 202-967-5652).

● Engine shop equipment including: six arc welders, three lathes—10½" swing over cross slide, one cylinder borer, one cylinder honer, 11 double-ended bench grinders, two shapers, two surface grinders, six tool grinders, one turret lathe—420 mm. swing over bed, two universal millers—1,600 x 400 mm. table, one universal tool and cutter grinder, and a supply of cutting tools. Tender No. 8026-1(T)MCY/RTB(68-69), bid deadline Mar. 5. Chairman, Road Transport Board, No. 375 Bogyoke Aung San Street, Rangoon.★ (Telephone: Area Code 202-967-5652).

CEYLON—Automated and integrated machinery with attachments for manufacture of drinking straws, paper cups and plates, wax cartons, medicinal boxes, toilet paper and tissues, confectionery boxes, wooden ice cream spoons and sticks for ices, ice cream cones. List of items desired available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Mr. A. R. N. Perera, Hygienic Cartons Ltd. (manufacturer), 28 Charles Drive, Colombo 3. WTD in preparation.

KOREA—Die casting machine, 100 metric ton clamping force, 500 kilogram pot capacity; seven spindle tool rotating, automatic chucking machine and universal turret lathe, ⅝" to 1" head stock chuck, hexagonal chuck of tail stock. Requests catalogs, quotations. Bando Trading Co., Ltd. (importer, exporter), I.P.O. Box 1899, Seoul. WTD 9/68.

356 General industrial machinery

KOREA—Induction electric melting furnace for stainless steel, 250 kilowatts. Requests catalogs, quotations. Bando Trading Co., Ltd. (importer, exporter), I.P.O. Box 1899, Seoul. WTD 9/68.

357 Office, computing, accounting machines

GERMANY—Electronic equipment for data processing. Medium size computers. RUF Buchhaltung Hegnauer & Heilmann (importer, distributor, manufacturer), 75 Karlsruhe, Rheinstrasse 77a. WTD 5/68.

358 Service industry machines

ENGLAND—Machinery for dispensing both liquid and powder products for dishwashing machines. Applied Chemicals Ltd. (importer), Salisbury Road Industrial Estate, Uxbridge, Middlesex. WTD in preparation.

SWITZERLAND—Industrial and commercial

Choice of language

Some people—about seven-eighths of them—just do not understand English.

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Ask the Department of Commerce Field Office for advice.

household water softeners, conditioners; filter systems for residential swimming pools. Direct purchase and agency. Alfred Grossmann (importer, distributor), Altwiesen 73, 8602 Wangen ZH. WTD 1/69.

361 Electrical transmission, distribution equipment

SWITZERLAND—Electronic measuring, test and control equipment for research, industrial application. Direct purchase and agency. Filmo AG (exporter, agent), Seestrasse 341, 8038 Zurich. WTD 1/69 .

362 Electrical industrial apparatus

GERMANY—Electronic controls. Prices f.o.b. New York. Direct purchase and agency. Eisenbeiss Elektronik oHG (importer, exporter, wholesaler, retailer, sales agent), 38 Hasslocher Strasse, 6096 Raunheim/Hessen. WTD 5/68.

363 Household appliances

ETHIOPIA—Household appliances. Direct purchase and agency. N. & Jayantilal Tribhovandas (general importer), P.O. Box 627, Addis Ababa. WTD in preparation.

365 Radio, television receiving sets

AUSTRIA—Transistorized home entertainment equipment (portables) for Austrian, East European markets. Direct purchase and agency. Henry Wells & Co. K.G. (distributor, importer, exporter), Trubelgasse 11, A-1030 Vienna. WTD 1/69.

367 Electronic components, accessories

GERMANY—Semiconductors, photoelectric cells, photoelectric components. Correspondence preferred in German. Ing. H. W. Fiessler, Industrie-Elektronik (importer, manufacturer), 7301 Berkheim/Esslingen, Roemerstrasse 9. WTD 7/68.

Silicon controlled rectifiers for industry. Integrated circuits for industry. Requests price quotations f.o.b. American ports. Herbert M. Mueller (importer, distributor, designing and engineering office), Ingenieurbuero, 56 Wuppertal-Elberfeld, Postfach 1456. WTD 1/69.

369 Electrical machinery, equipment, supplies

ISRAEL—Electrical appliances; bulbs, fittings, lamp-supports, filaments. Direct purchase and exclusive representation. Moked Lighting Institute Ltd. (importer, agent), 10 Hagdud Ha'ivri St., Tel Aviv. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

CHILE—Ignition parts, motor vehicle parts and accessories, suspension parts, similar lines. Exclusive representation. Roberto Arestizabal B. (importer, distributor), calle Luis Uribe #2292-D., Santiago. WTD in preparation.

MALAYSIA—Parts, accessories for passenger cars. Ng Bros. Ltd. (wholesaler, retailer, agent), 1A Cockman St., Ipoh, Perak. WTD 1/69.

379 Transportation equipment

MALAWI—Wheelbarrows, for site work, construction, garden. Catalogs, prices in £ sterling requested. Paramount Hardware (retailer), Haile Selassie Rd., P.O. Box 809, Blantyre. WTD 1/69.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Pyrometers and thermocouples, thermic control instruments, thermal regulation components, allied up-to-date equipment for use by petroleum, chemical, paper industries, principally. Price lists, catalogs requested. Direct purchase and agency. D.A.R. (Distribution d'Accessoires de Regulation) (manufacturer), Route de Pau; 64- Orthez, Basses-Pyrenees. WTD 1/69.

384 Surgical, medical, dental instruments, supplies

● **KOREA**—Supply of surgical, medical, and hospital supplies including needles, catgut, sutures, operating knives, lamps, thermometers, urinals, gloves, tubes, bandages, wadding, bottles, burettes, drugs, pipettes, and other items, all in various sizes and quantities. Tender No. KFX-9005-N, bid deadline February 20. Requested by the Office of Supply, Government of the Republic of Korea, Seoul. Specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

386 Photographic equipment

GERMANY—Color reversal films, color negative films for motion, still pictures. Requests price quotations f.o.b. American ports or c.i.f. European ports. TURAPHOT GmbH., Photochemische Fabrik (wholesaler and exporter), Postfach 496, 516 Dueren/Rhld. WTD 1/69.

SWITZERLAND—All kinds of microfilm cameras, related equipment; photocopying apparatus, similar products. Direct purchase and agency. Mikrofilm Thierstein & Co. (exporter, agent), Sulgeneckstrasse 6, 3000 Bern. WTD in preparation.

All types of still, motion picture cameras, projectors, similar equipment. Direct purchase and agency. Filmo AG (exporter, agent), Seestrasse 341, 8038 Zurich. WTD 1/69.

391 Jewelry, silverware, plated ware

JAMAICA—Cutlery for use in hotels. Direct purchase & agency. Hand Arnold (Ja) Ltd. (manufacturers' representative), 154 Marcus Garvey Drive, Box 57, Kingston 11. Attn: Mr. Andrew Hanson. WTD 1/69.

SWITZERLAND—Sapphires for precision instruments, ruby balls for technical applications, diamond points for phonograph needles, similar products. Direct purchase and agency. Saphirwerk AG (exporter, agent), Dr. Schneiderstrasse 110, 2560 Nidau. WTD in preparation.

394 Toys, amusements, sporting and athletic goods

MALAYSIA—Indoor gymnasium equipment for exercise purposes. Ng Bros. Ltd. (wholesaler, retailer, agent), 1A Cockman St., Ipoh, Perak. WTD 1/69.

399 Manufacturing industries

MALAWI—Floor covering, linoleum. Catalogs, samples, prices in £ sterling requested. Paramount Hardware (retailer), Haile Selassie Rd., P.O. Box 809, Blantyre. WTD 1/69.

509 Wholesalers

ISRAEL—Scrap of phonograph records (rejects). M. A. Altabeb Ltd. (importer, agent), P.O. Box 1229, Tel Aviv. WTD in preparation.

Mexico requests bidders for irrigation project

The Secretariat of Hydraulic Resources has announced the opening of contractor registration for bid-financed construction of the Derivadora Irrigation Dam and the "Maria De La Torre" irrigation zone in Martinez De La Torre, Veracruz. The dimensions of the project are as follows:

Dam—Excavation—12,000 cu. m.; masonry —2,400 cu. m.; concrete—460 cu. m.; stone subfoundation—320 cu. m.

Canal and Structure—Formation of Embankments—295,000 cu. m.; excavation—221,700 cu. m.; concrete—22,800 cu. m.; masonry—24,300 cu. m.

Registration deadline is Feb. 21.

Interested firms may contact directly or through agent in Mexico: Jefatura De Irrigacion Y Control De Rios, Direccion De Pequena Irrigacion, Paseo De La Reforma 69, 7th. Floor, Mexico D.F., or Gerencia General of this agency in Jalapa. Veracruz. Registration forms cost 50 pesos ($4).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

281 Industrial chemicals

BRAZIL—Phosphoric acid. Guanabara Produtos Quimicos S.A. (importer, distributor, agent), Av. Rio Branco, 257 16° andar salas 1609/12 Caixa Postal 2943, Rio de Janeiro GB. WTD 12/68.

282 Synthetic materials

GREECE—All kinds of plastics materials. Price quotations requested. Arghyriou N. & Panayotopoulos P. (importer, distributor, agent), 2 Vassilikis St., Athens 123. WTD 12/68.

286 Gum, wood chemicals

BRAZIL—Pine oil. Guanabara Produtos Quimicos S.A. (importer, distributor, agent), Av. Rio Branco, 257 16° andar salas 1609/12 Caixa Postal 2943, Rio de Janeiro GB. WTD 12/68.

342 Cutlery, hand tools, general hardware

GERMANY—Furniture and builders' hardware, novelties. All kinds of hand, edge tools; novelties. Juergen Rostock (sales agent), 28 Bremen, Oberneulander Landstrasse 155. WTD 1/69.

349 Fabricated metal products

GERMANY—Special valves, fittings for piping systems. Guss- u. Armaturwerk Kaiserslautern (manufacturer). Contact: Dir. Grosch, 6750 Kaiserslautern, Hohenecker St. 5. WTD 1/69.

353 Construction, mining, materials handling machinery, equipment

GREECE—Minerals, ores treatment equipment. Descriptive literature, price quotations requested. Arghyriou N. & Panayotopoulos P. (importer, distributor, agent), 2 Vassilikis St., Athens 123. WTD 12/68.

354 Metalworking machinery

GERMANY—All types of electrically operated (220 volts A.C., 50 cycles) machine tools, power-driven hand tools, small cutting tools, measuring tools for repair, service, home workshops. Juergen Rostock (sales agent), 28 Bremen, Oberneulander Landstrasse 155. WTD 1/69.

NETHERLANDS—Pneumatic-powered hand tools for automotive repair shops, automobile paint spraying industry, such as electric or pneumatic grinding, drilling, polishing machines; electric or pneumatic shears for sheet metal. Electric equipment must be either A.C.: 220 V., 50 cycles or D.C.: 380 V. Exclusive agency representation for Netherlands or Benelux countries requested. SOLIMPEX (sales agent, wholesaler, importer), 1 Baafjeslaan, Heiloo. WTD 1/69.

355 Special industry machinery

GERMANY—All types of electrically operated (220 volts, A.C., 50 cycles) woodworking machine tools for home workshops; repair, service shops. Juergen Rostock (sales agent), 28 Bremen, Oberneulander Landstrasse 155. WTD 1/69.

GREECE—Plastics-working machinery, equipment. Especially interested in injection molding machines. Descriptive literature, price quotations requested. Arghyriou N. & Panayotopoulos P. (importer, distributor, agent), 2, Vassilikis St., Athens 123.

ITALY—Food packing, canning machinery as well as petroleum refining equipment. BRE-RA, Rappresentanze e Brevetti, s.r.l. (agent, importer), 47 Via Cervignano, 95129 Catania. WTD 1/69.

356 General industrial machinery

GERMANY—Pumps for water supply, sewage, water treatment systems; small compressors (not for refrigerators); water purification equipment. Guss- u. Armaturwerk Kaiserslautern (manufacturer). Contact: Dir. Grosch, 6750 Kaiserslautern, Hohenecker Str. 5. WTD 1/69.

359 Machinery

ISRAEL—All kinds of automotive spare parts such as pistons, rings, sleeves, valves, other engine parts; automotive water pumps & parts; clutch disks, pressure assemblies & parts; fuel pumps & carburators. MIMEX Ltd. (importer, exporter), 38 Yitzhak Sadeh St., Tel Aviv. WTD 12/68.

361 Electric transmission, distribution equipment

AUSTRALIA—Digital volt meters, other digital test equipment for electronic and electrical circuits, equipment; frequency meters, electric and electronic; signal generating equipment; audio, RF, microwave; oscillographs, oscilloscopes. Distributors Corporation Pty. Ltd., Attn. Mr. Craig Murphy, Electronics Div. (importer, distributor, agent), 275 Elizabeth St., Sydney, N.S.W. 200 or 24-26 Johnston St., Fitzroy, Victoria 3065. WTD in preparation.

364 Electric lighting, wiring equipment

GERMANY—Fasteners and clamps, metal and plastic, for electric wiring. Juergen Rostock (sales agent), 28 Bremen, Oberneulander Landstrasse 155. WTD 1/69.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

CHILE—Antonio Echeverria A., an executive of Ramon Echeverria R., Los Tres Antonios 3289, Santiago, interested in visiting U.S. manufacturers of **machinery for making plastic adhesives** and requesting technical information. Feb. 3 via Los Angeles for three months. c/o 1266 17th Ave., San Francisco, Calif. 94122. Itinerary: Los Angeles, San Francisco, Oakland, others as required. WTD in preparation.

UNITED KINGDOM—Dr. G. A. Rohan, Managing Director, Croxton & Garry Ltd., Windsor House, Esher, Surrey, interested in **exclusive distribution agencies in United Kingdom for U.S. raw material and chemical producers.** Feb. 19 via New York for approx. two weeks. c/o Pluess-Staufer (North American) Inc., 82 Beaver St., New York, N.Y. 10005. Itinerary: New York, Jacksonville, Fla., cities in New Jersey and Michigan, Chicago, Ill. WTD 4/68.

FRANCE—Alfred Lambert, Mondex, S.A., 18 Rue Ste Barbe, Strasbourg, interested in **rubber, plastic and cellulose products for household use.** Mid-February via New York for two weeks. c/o Summit Hotel, 51st St. & Lexington Ave., New York, N.Y. 10022. Itinerary: New York City and area. WTD 5/68.

GREECE—George Vlakhveis, Eliayf Co., 5 Vasileos Hiracliou St., Thessaloniki, interested in contacting **U.S. importers of woolen floor coverings, bedspreads, women's hand bags, and in locating sources for raw material, woolen yarns,** and similar materials. Jan. 19 via New York for one month. c/o John Drakos, 2302 W. Giddings St., Chicago, Ill. 60625. Itinerary: New York, Chicago, Los Angeles, San Francisco, Seattle. WTD 8/66 under revision.

NETHERLANDS—A. W. van Liebergen, Manager of Rubber Latex Poeder Compagnie N.V., 149 Singel, Amsterdam, and Partner in Trenco Trading & Engineering Co. C.V., 2nd Marnixplantsoen 3, Amsterdam, interested in **representing U.S. manufacturers of small machinery and equipment for road construction and bridge deck surfacing and suppliers of chemical specialties to improve properties of bitumen and bituminous road construction materials.** Feb. 10 via New York for three to four weeks. Itinerary: 2/10-23 Chicago c/o Sheraton Hotel, will attend CONEXPO 69; 2/24-3/10 New York c/o Dept. of Commerce Field Office. WTDs 1/69 on both firms.

SINGAPORE—Lim Siew Ek, Managing Director, Evergreat Industries Pvt. Ltd., 14 Jalan Kilang Barat, Singapore 3, interested in purchasing **drum reconditioning machinery and equipment for 45 Imperial gallon drums.** Feb. 15 via Philadelphia for two weeks. c/o L. M. Gilbert Co., 422 Bourse Bldg., Philadelphia, Pa. 19106. Itinerary: Philadelphia, East Coast cities. WTD in preparation.

New Books and Reports

New Export Market Guides outline overseas markets

Export Market Guides are prepared by the Commerce Department's Bureau of International Commerce to outline the market for a product in an individual country.

Although planned as an informational tool in conjunction with specific U.S. Trade Center shows and international fairs, the Guides are also of interest to readers seeking information about a particular foreign market.

Recent titles are:

Italy—Materials handling equipment.

West Germany—Fluid transfer & power equipment.

West Germany—High frequency measuring & test instruments.

Scandinavia—Electro-optical & photographic systems.

Italy—Vacuum & cryogenics equipment.

United Kingdom—Marine equipment.

Japan—Modern food processing & serving equipment.

Japan—Specialized graphic arts equipment.

The Export Market Guides may be ordered, at 10 cents each, from Sales & Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230, or from any Commerce Field Office.

English language guide to Thai stock market is published

A new English language publication entitled *Investment Guide to Stocks and Shares and the Capital Market in Thailand,* 1968 has been announced by the Houseman & Co., Ltd., a Bangkok stockbroker. The firm intends to update the publication annually.

The 316-page book describes the Thai money market, procedures and regulations governing the issuance and trading of securities and operation of the Bangkok Stock Exchange, and contains a section directed specifically at foreign shareholders. The largest portion of the book is devoted to investment profiles on some 25 of the larger publicly-held companies in Thailand. Priced at $12, including airmail postage to the United States, the book can be ordered directly from the publisher, Houseman & Co., Ltd., Suite 602 Silom Building, 197/1 Silom Road, Bangkok, Thailand.

Georgetown professor studies world business environment in new review for AMA

It is common knowledge that international business has grown to fantastic proportions since World War II. A new book published by the American Management Association is an effort to explain the background of this growth.

Written by Georgetown University Prof. Harold J. Heck, *The International Business Environment* identifies and studies some of the major economic and legal institutions that affect domestic and international business, especially as they bear on foreign commerce. The 192-page study reviews the overall trading and investment positions of the United States, basic tariff laws and regulations, commercial treaties and trade agreements, export expansion and restrictions, restrictive practices, taxation of international business, and the role of commercial banks.

Write: American Management Assn., 135 West 50th St., New York, N.Y. 10020. $6.75.

***Oil and Arab Regional Development.* By Kamal S. Sayegh. Published by Frederick A. Praeger. New York. 1968. 360pp. $20.**

One of the Praeger Special Studies in International Economics and Development, this book considers the short-range problem of the Arab countries, which is to generate a self-sustaining growth that can replace oil before it must be labeled a "lost opportunity."

The author covers such subjects as: the economic, social, and physical impact of the Arab oil industry, participation in oil industry, the Arab oil community, and the Arab Common Market.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***The International Tin Council Annual Report for 1966-67.* Published by the International Tin Council. London. 1968. 40pp. $1.20.**

In addition to the report of the year July 1, 1966 to June 30, 1967, this booklet includes such information as: the percentage and votes of the producing countries, tonnages and votes of the consuming countries, disposals from the U.S. strategic stockpile, the statistical position of tin, management and operation of the buffer stock, and finances of the buffer stock account.

The appendix contains a summary of the Third International Tin Agreement, the committees of the Council, and the rules of procedure.

Write: International Tin Council, Haymarket House, 28 Haymarket, London, S.W.1, England.

***Foreign Direct Investment Rules of Practice and General Procedures.* Published by the U.S. Department of Commerce. Washington, D.C. 1969. 10pp. Free.**

This reprint of rules of practice and general procedures incorporates all sections published in *The Federal Register* on January 16, 17 and 23, 1969. These include: investigative procedures, settlement procedures, procedures and rules of practice for formal administrative proceedings, rules of practice for appeals in proceedings originating under previous part, compliance procedures—reports, advisory opinions, and enforcement, and miscellaneous rules.

Write: Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

***Solving Latin American Business Problems.* Published by Business International. New York. 1969. $40.**

Reprinted from the weekly *Business Latin America,* this volume reports experiences of more than 150 individual companies solving problems of operating overseas. Each case has been selected because it has to do with a problem—and a solution—that may be encountered by a wide number of firms, almost without regard to product.

Solutions are worked out to such problems as how to transport goods more quickly and safely from one Latin American country to another, how to train local distributors, how to tap unsuspected purchasing power in lower-income markets, how to get along with local governments as partners, how to use LAFTA sectorial meetings to obtain tariff concessions, and where to find and how to train qualified managers for Latin American operations.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

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Calendar *for international traders*

BUTLER, Pa.—Feb. 18—Informal Export Luncheon Forum, Holiday Inn, 12 noon. Sponsor: Butler Chamber of Commerce, REEC.

CEDAR RAPIDS, Iowa—Feb. 18—Int'l Trade Bureau meeting, Roosevelt Motor Hotel. Social hour 6 p.m.; dinner, 7 p.m. Speaker: Charles Kelsey, manager, Cleveland Branch, FCIA. Sponsor: Cedar Rapids Chamber of Commerce.

CHICAGO—Feb. 18—In-Office Meeting, Commerce Field Office.

CINCINNATI—Feb. 17—Businessmen's Consultation, **Roger Merrick, Commercial Officer, posted to Beirut.** Sponsor: Commerce Field Office.

CINCINNATI—Feb. 18—Export Workshop for Medium & Small Size Companies, Room 5001, Federal Office Bldg., 1-5 p.m. Sponsors: Commerce Field Office, REEC, Small Business Admin.

DENVER—Feb. 19—Workshop on Int'l Trade & Finance, Colorado National Bank, 17th St. at Champa. Speaker: **John B. Breen, Office of Int'l Investment, Commerce Dept.**

DES MOINES, Iowa—Feb. 19—Export Trade Clinic on Latin America, Kirkwood Hotel, 2-4:30 p.m. Sponsors: Commerce Field Office, REEC.

DETROIT—Feb. 20—World Trade Club of Detroit, Pick-Ft. Shelby Hotel, 6 p.m.

FORT WAYNE, Ind.—Feb. 20—Export Seminar, 826 Ewing St. Sponsors: Ft. Wayne banks, Chamber of Commerce.

HONOLULU—Feb. 19—Export-Import Workshop, Rm. 286, Alexander Young Bldg., 10 a.m. Sponsors: Commerce Field Office, Small Business Admin. Field Office.

HONOLULU—Feb. 20—5th Annual Industrial Week Conference, "Hawaii's Economic Role in the Pacific," Honolulu Int'l Ctr., 9 a.m. Speaker: U.S. Senator Hiram L. Fong. Sponsors: Commerce Field Office, REEC, Hawaii Mfr. Assn., State of Hawaii.

MEMPHIS—Feb. 18—Memphis World Trade Club, Sheraton Motor Inn.

MEMPHIS—Feb. 19—Export Workshop on Credit Insurance & Eximbank Programs, Top of the 100 Club. Sponsors: Commerce Field Office, REEC, Eximbank, FCIA, Mid-South Exporters' Roundtable.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

U.S. Department of Commerce

Washington, D.C. 20230.

MIAMI—Feb. 19—S. Florida REEC monthly meeting, 12 noon. Sponsors: Commerce Field Office, REEC.

NEW YORK—Feb. 18—Int'l Executives Assn. luncheon meeting, Statler Hilton Hotel, 12:30 p.m. Topic: The Container—Tool in International Distribution.

NEW YORK—Feb. 18—FCIB Hardware-Automotive & Allied Trade Group, Advertising Club, 12:30 p.m.

NEW YORK—Feb. 20—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m.

PHILADELPHIA—Feb. 18—Foreign Traders Assn. of Philadelphia monthly meeting, Sheraton Hotel, 6:30 p.m. Speaker: A. J. O'Connell, S.S. White Dental Mfg. Co., London. Topic: A Critique of the American Exporter. Workshop meeting, 5:30 p.m.

PHILADELPHIA—Feb. 20—International Advertising Assn. monthly luncheon meeting, Penn Athletic Club, 18th & Walnut Sts., 12 noon.

PHOENIX—Feb. 18—How Investment from Abroad Can Build U.S. Business, 1st Federal Bldg. Speaker: **John B. Breen, Office of Int'l Investment, Commerce Dept.** Sponsors: Commerce Field Office, REEC, Arizona Dept. of Economic Planning & Development.

PITTSBURGH—Feb. 19—In-Office Export Workshop, Commerce Field Office, 2 p.m. Sponsors: Commerce Field Office, REEC.

ST. LOUIS—Feb. 20—Challenges of the '70's in the Americas—all-day conference/consultation, Stadium Club. Speaker: **Claude Courand, director, American Republics Div., Office of Int'l Regional Economics, Commerce Dept.** Sponsors: Commerce Field Office, REEC, World Trade Club, Chamber of Commerce.

SAN FRANCISCO—Feb. 19—General Export Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

WARWICK, R.I.—Feb. 18—Providence World Trade Club dinner meeting, Valle's Steak House, 5:30 p.m.

YORK, Pa.—Feb. 18—York Area World Trade Assn. monthly meeting, York Chamber of Commerce, 12 noon. Speaker: Jacques Kwantef, representative of int'l division, Girard Trust Bank, in Europe, N. Africa, Middle East. Topic: American Challenge: U.S. Industrial Investments in Europe.

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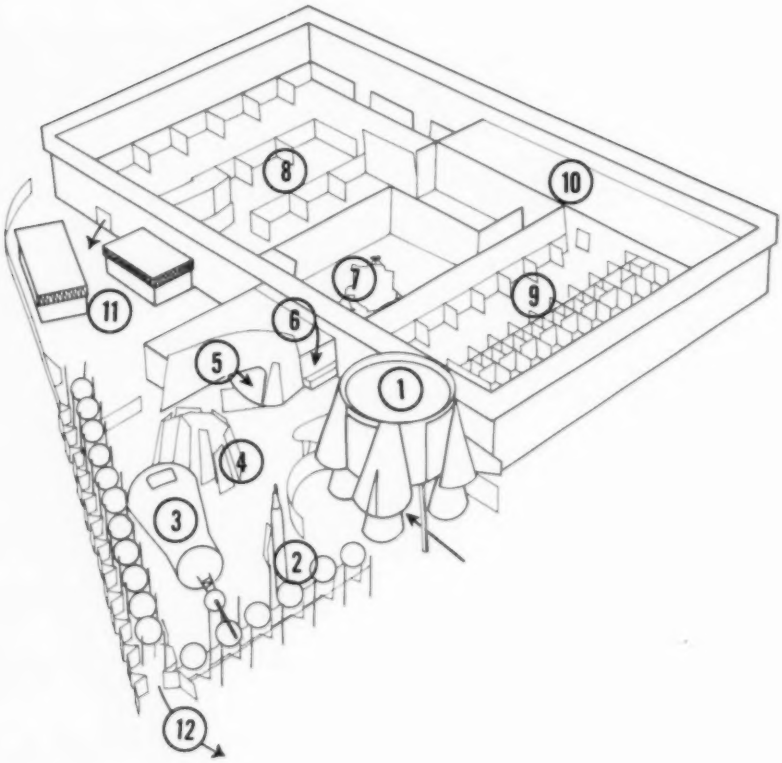

KEY TO U.S. EXHIBITION

1 Entrance under "boat tail" of full-scale Saturn V rocket

2 Model of full Saturn V rocket, one-tenth scale

3 Full-scale model of Apollo space craft, including escape, command, service and lunar modules

4 Full-scale cutaway walk-through model of command module

5 Apollo command module

6 Entrance to pavilion

7 Full-scale model of lunar module, in lunarscape

8 Indoor exhibit area, open to public

9 Commercial exhibit area, for business visitors

10 Business lounge, offices, administration area

11 Outdoor exhibit area

12 Exit corridor, history of achievement in space